

DISTRIBUTION AND WAREHOUSING



The Business Paper of the Warehouse Industry

Volume 27

NEW YORK, MAY, 1928

No. 5

N. F. W. A. Plans to Seek Control of the Inter-City Removals Business

*Allied Van Lines, Incorporated as Agency to Combat "Outside" Competition,
Should Be in Operation by Mid-Summer*

By KENT B. STILES

A PLAN is maturing which its sponsors anticipate will place on the highways of the United States motor vehicle rolling stock, of standard character, type and color, for the specific use of long distance removals of household goods.

The operating agency of this service is the Allied Van Lines, Inc. The organizers and backers are storage executives who are identified with the National Furniture Warehousemen's Association. Officers of this trade body, which has developed a membership of nearly 900 firms in eight years, are trustees of the stock of the Allied Van Lines, Inc., and they expect that by July 1—when the service will be actually placed in operation in the central and eastern sections of the country—at least 200 motor trucks will be traveling over the roads from St. Louis and Chicago on the west to the Atlantic seaboard cities of Richmond, Washington, Baltimore, Philadelphia, New York and Boston.

The National association, in thus creating a public service on a basis that is without precedent, hopes to regain for its members that part of the household goods moving business which within the past few years has

been lost through "encroachment" by "outside" motor truck interests which do not operate furniture warehouses.

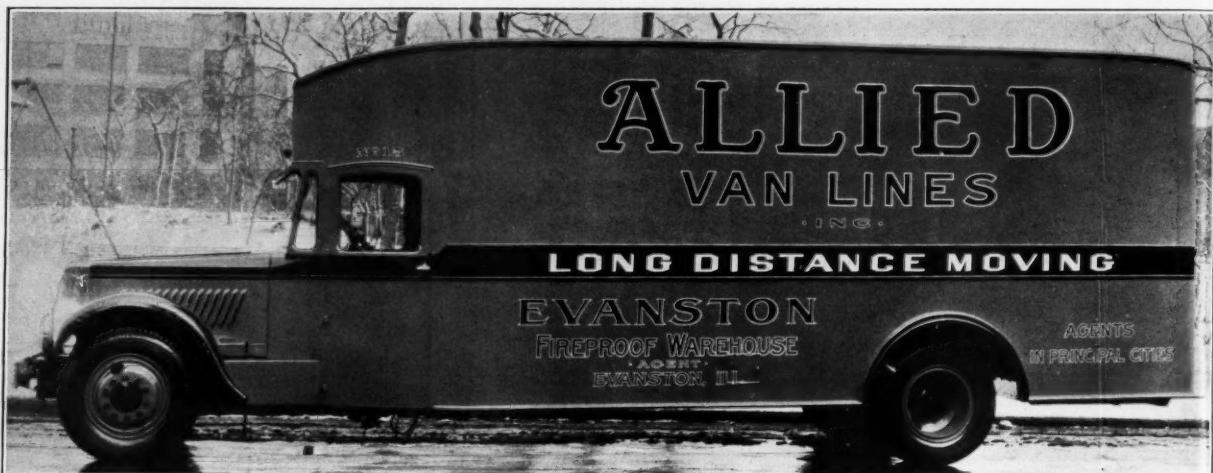
The National feels that such business rightfully belongs to the National's members by virtue of the very nature of their operations—storage and transport of household goods. The Allied Van Lines, Inc., is the National's cooperative effort to assert that right.

Household goods warehousemen, looking into the future, see the time when the "outside" interests might—unless organized competition is offered today—build and operate a chain of furniture storage plants located in many communities. The Allied Van Lines, Inc., is the National's organized competition intended to avert any such widespread development. The National's members already have warehouses in approximately 350 cities and towns in the United States. The Allied Van Lines, Inc., is intended to link these existing plants in time and, by controlling inter-city removals, to forestall any project which might be conceived and engineered by the "outside" trucking interests.

THE Allied Van Lines, Inc., has been incorporated under the laws of Delaware with a capital stock of \$5,000. It is to be operated as a non-profit corporation to stockholders. Stock ownership is for control only.

The members of the National Furniture Warehousemen's Association will be divided into two classes of agents—hauling and non-hauling. Each will have equal voice in the corporation's affairs. These agents, with both hauling and

non-hauling participating, will elect the corporation's directors. The directors will choose the officers. Pending the election of the directors, the stock is in the control of temporary directors. Following the election the stock will be turned



HERE is the first household goods moving van placed in operation in connection with the Allied Van Lines, Inc., incorporated by the National Furniture Warehousemen's Association. This vehicle, specially built for the Evanston Fireproof Warehouse, Evanston, Ill.—and the forerunner of probably hundreds of its general type—comprises a body constructed in accordance with specifications and suggestions evolved out of discussions among the Illinois warehousemen who are directing the new movement. The body is mounted in this instance on a Mack bus chassis. Here are the specifications:

Body: belt panel with panel effect carried to hood, painted in black (width 7 to 9 inches); body, sides of hood, and wheels, deep orange. Chassis, black. All mouldings, black. Roof, black.

Lettering: proportionate with size of van body. Name of agent and company, black lettering with white border. Name of company in front and rear (see illustrations on opposite page) as well as on sides. Name of agent (see rear illustration on opposite page) on rear below panel. "AGENTS IN PRINCIPAL CITIES" in black lettering with white border. "LONG DISTANCE MOVING" in black panel, sides and rear, with lettering in white.

Du Pont's "Duco"—commercial No. 259-1335—deep orange. If paint is used, Valentine chrome yellow deep orange is recommended. The body of the above van of the Evanston company was built by William Schukraft & Sons, builders of motor trucks and bodies, of 1201 Washington Boulevard, Chicago.

over to the National association in return for money already advanced for expenses, which thus far have exceeded \$15,000. The trustees—to be two officers of the National—will vote the stock on an advisory vote of a majority of the member-agents of the corporation. All the officers, who will be high-priced executives operating warehouses, will serve without salary. The corporation will be virtually without any overhead. The expenses will be mostly for advertising and office rent, plus necessary salaries to a few office employees, and possibly insurance.

Operation will be financed by money raised through fees paid annually by the hauling and non-hauling agents. The amounts of these fees have not yet been definitely determined. The following is the suggested schedule:

Class	Non-Hauling Agent	Hauling Agent	Square Feet Operated
A.....	\$250	\$50	Up to 50,000
B.....	350	100	50,000 to 100,000
C.....	500	150	More than 100,000

But what the agency fees are to be will be determined by the directors who are to be elected. At a recent meeting of Chicago members of the Illinois Furniture Warehousemen's Association, 11 agreed to serve as hauling agents and 24 as non-hauling agents, and a minimum of \$6,250 in fees was pledged. At the April meeting of the New York Furniture Warehousemen's Association 19 members agreed to serve as hauling agents and four as non-hauling agents, assuring a minimum of \$5,000 in fees in accordance with the foregoing tentative schedule. At a special April meeting of the New Jersey Furniture Warehousemen's Association every member present promised to be either a hauling or a non-hauling agent. Officers of the

What the Public Demands

WHEN a business finds that public taste is leaning toward a form of service other than its own, there are only two ways to satisfy it.

The first is to give the public the kind of service it likes best.

Second, if that is impossible, the system must so adjust its own service as to meet the public desire most nearly with the facilities at hand.

It is unwise to ignore competition and it is even more unwise to attempt to stifle it by uneconomic measures. The proper plan, and the only one which public opinion will justify in the long run, is to provide a better service at a lower cost than the competitor can supply.

This is—in a nutshell—the reason for Allied Van Lines, Inc.

—From "The Furniture Warehouseman," official organ of the National Furniture Warehousemen's Association.

Connecticut Warehousemen's Association have indicated that virtually every member will become a hauling agent. Backing of the same character has been assured from other State and city trade associations affiliated with the National, so that ample funds for operation are assured well in advance of July 1, the date set for Allied Van Lines, Inc., to begin to function.

The extent to which much of the available funds will be spent for advertising

will be determined by an advertising committee to be created following the election of the directors and officers. It is indicated that perhaps a major part of the advertising appropriation will at the start be expended for space in telephone company "red books" published in cities in the central and eastern sections. It is through this medium of advertising that the "outside" interests develop much of the business that the furniture warehouses are not getting. The Allied Van Lines, Inc., would be advertised in the "red books"—not the individual agents. The agents, however, may be permitted—if the advertising committee so decides—to link up their individual advertising with the name of the corporation.

The corporation, it is anticipated, will spend as much as \$50,000 on advertising during the first year of operation.

The Agents' Agreements

THE plans of the executives who are furthering the movement have been explained to many of the National's members, at a series of meetings which have been in progress in cities in the Central West and the East, by Martin H. Kennelly, general chairman of the association's inter-city and long distance removals committee, and president of the Werner Bros. Fireproof Storage Co., Inc., Chicago, and Henry Reimers, Chicago, the National's executive secretary. Mr. Kennelly and Mr. Reimers, in cooperation with Chicago warehousemen who have been directing the operation of the association's inter-city removals bureau established several years ago in Chicago, have worked out the details of proposed agreements, or contracts, between the corporation and the hauling and non-

The Men Who Are Behind "AVLInc"

WHEN William I. Ford, Dallas, was elected president of the National Furniture Warehousemen's Association at the Hollywood, Fla., convention in January, he announced as his first official act the reappointment of Martin H. Kennelly, Chicago, as general chairman of the National's inter-city and long distance removals committee in order to expedite the formation of what is now called the Allied Van Lines, Inc.

Associated with Mr. Kennelly on this committee, by appointment by Mr. Ford, are the following:

Central district: T. A. Jackson, Chicago, chairman; Daniel P. Bray, Kansas City, Mo.; Julian M. Gibson, St. Louis; John A. Groves, Kansas City, Mo.; Thomas Heil, Jr., Cleveland; O. W. Kreutzer, Milwaukee; Arthur A. Leonard, Detroit; H. C. Schroeder, Indianapolis; Walter P. Thiebault, Chicago; Clarence A. Ullman, Peoria, Ill.

Eastern district: Frederic E. Aaron, Philadelphia, chairman; F. E. Buckley, Boston; Walter Dolan, Pittsburgh; W. P. Dunlap, Buffalo; Barrett C. Gilbert, New York; J. W. Glenn, Buffalo; C. J. Hamilton, Baltimore; Ray M. King, Syracuse; E. G. Mooney, Hartford; C. W. Pimper, Washington, D. C.; W. Fred Richardson, Richmond; Louis Schramm, Jr., New York; George Sebold, Elizabeth, N. J.

Pacific Coast district: E. B. Gould, San Diego, chairman; Milo W. Bekins, Los Angeles; Ray Chapin, Portland; F. G. Christie, Seattle; Homer N. Duffy, Santa Barbara; Harvey B. Lyon, Oakland; Frank R. Palmateer, Los Angeles; C. C. Temple, San Diego; Rodney S. Sprigg, Hollywood.

Southeastern district: J. L. Wilkinson, Charlotte, chairman; W. T. Callahan, Miami; A. H. Laney, Jacksonville; John J. Woodside, Jr., Atlanta.

Southern district: E. M. Bond, Nashville; George E. Butler, New Orleans; George C. Harris, Birmingham; J. P. Ricks, Jackson; Carl F. Wittichen, Birmingham.

Southwestern district: Elmer C. Lette, Oklahoma City, chairman; Ben S. Hurwitz, Houston; Harry Johnson, Shreveport; K. K. Meisenbach, Dallas; R. W. Page, Tulsa; G. W. Prescott, Fort Worth; F. E. Scobey, San Antonio.

Western district: Oliver Skellet, Minneapolis, chairman; W. A. Gordon, Omaha; Henry T. Lowe, Colorado Springs; Ray Turner, Minneapolis; Robert Van Horn Work, Denver.

hauling agents, and it is expected that these documents will be put into their final form, by about June 1, for signatures of the agents. The agreements have been read at the various meetings and a number of changes have been sug-



Front and rear views of the \$10,000 van built for the Evanston Fireproof Warehouse, Evanston, Ill., for use in connection with Allied Van Lines, Inc.

gested which will be adopted or rejected before the final texts are issued.

Under the agreements as tentatively prepared, the corporation "agrees to the best of its ability to advertise, sell, encourage, protect, develop return loads or otherwise develop long distance moving and hauling for its agents"; and to establish central offices for registration of orders for moving and hauling booked by members, and to provide facilities, supervision, etc., for efficient matching and exchange of loads and dispatch of motor equipment.

Both hauling and non-hauling agents agree to register "all booked orders for long distance moving and hauling (distances of 75 miles or more) with the central designated office or offices," and agree to turn over such loads for hauling by other agents.

The hauling agent agrees to haul booked loads—and the corporation agrees to haul loads booked by non-hauling agents—at rates not lower than the "definite minimum of per mile revenue" to be established.

The hauling agent agrees to paint one van in accordance with the corporation's standard colors and design (see accompanying illustrations), and agents so painting vans "shall be given preference on all business originating with or through the company, booked by the company or turned over to another agent for solicitation and booking."

Both hauling and non-hauling agents agree to cooperate "in working toward standards in rates, service and equipment"; to sell service and solicit all inter-city moving and hauling business in the corporation's name, and, in advertising of inter-city moving service, to mention affiliation with the corporation.

The hauling agent agrees to carry a minimum of \$2,000 legal liability insurance on van contents, \$2,000 property damage, and \$25,000/\$50,000 public liability insurance on all vehicles bearing the corporation's name, "or on any other vehicles that may or are used in

inter-city moving or hauling." (In this connection the New York Furniture Warehousemen's Association at its April meeting voted to recommend that the public liability insurance be raised to \$50,000/\$100,000.)

The hauling agent agrees "to assume all responsibility for the proper delivery of goods, merchandise or commodities intrusted to his care" by the corporation or by another agent, and "to absolve the company or a third party agent from any liability for damages of any nature or any costs in connection therewith that may be directly or indirectly the result of the negligence or unlawful act or acts of the agent or his employees."

Other provisions relate to billing, records, inspection, reports on road and weather conditions, arbitration of disputes, etc. Each agreement covers one year and may be renewed annually.

Rates—Equipment

AFTER directors and officers have been elected they will have the problem of inter-city rates to solve. This, in the opinion of Mr. Kennelly as expressed at one of the eastern meetings, will be one of evolution, but it is hoped to make them satisfactory to the majority of the agents. Eventual standardization of rates will be the aim.

How the agents' vans will look may be visualized by examining the illustrations on pages 8 and 9. The standard specifications are set down in the caption under the illustration on page 8, showing the \$10,000 van manufactured for the Evanston Fireproof Warehouse, Evanston, Ill.

Special vehicle jobs have been ordered made or painted, or both, by Mr. Kennelly's company in Chicago and by the Joyce Bros. Co., Chicago; Iredale Fireproof Warehouses, Evanston, Ill.; Haugh & Keenan Storage & Transfer Co., Inc., Pittsburgh; Gilbert Storage Co., Inc., New York City; and companies in Chi-

cago, New York, St. Louis, Buffalo, Rochester, Syracuse and other cities. These are only forerunners. It is the conservative opinion of the organizers of the corporation that 100 of these vans will be in operation by mid-summer, and 200 by the end of the first year. Many of them will be new bus jobs. Some warehouse companies are already planning to make the new service a good excuse to scrap aging vehicles and displace them with new ones built to the corporation's specifications.

Here are some of the other points brought out by Mr. Kennelly or Mr. Reimers or other speakers at the recent meetings:

A plan may be worked out whereby the Allied Van Lines, Inc., may arrange for liability insurance covering all hauling agents.

Automotive supplies, such as tires, oil, gas, etc., may be purchased at wholesale by the corporation on behalf of the agents.

Merchandise, as well as household

goods, may some day be hauled by the agents.

Some warehouse companies at present intending to register as non-haulers only may enter the inter-city moving business and change their status to hauling agents.

And at one of the meetings Mr. Kennelly expressed his belief that the time would come when the present nominal stock of \$5,000 will have an actual value of one million dollars.

Bill Introduced in Congress Would Unify Ocean Bills of Lading

**Distribution and Warehousing's
Washington Bureau
1163 National Press Building**

THE text of the convention for unification of rules relating to bills of lading for carriage of goods by sea which was signed by the American Ambassador at Brussels on June 23, 1925, has just been made public by the Senate on motion by Senator Borah, chairman of the Senate Foreign Relations Committee.

The protocol of signature subjoined to the convention indicates that the convention also has been signed by representatives of Belgium, Great Britain, France, Rumania, Poland and the Free City of Danzig, Germany, Spain, Japan, Italy, Hungary, Estonia and Jugo-Slavia. Great Britain and Japan signed with reservations, it became known.

On March 19 of this year Representative White of Maine, chairman of the House Merchant Marine and Fisheries Committee, introduced in the House a bill substantially adopting the convention as formulated at Brussels, but with such provisions as are necessary to bring them into harmony with existing laws of the United States.

The purpose of the convention and legislation necessary to give it validity in this country is to codify and unify the dissimilar laws and practices of the world's maritime states and to establish a recognized code of conditions common to ocean bills of lading.

The convention substantially in the form made public by the Senate was drafted at the fifth session of the International Conference on Maritime Law held at Brussels, Oct. 17-26, 1922, at which twenty-four countries, including the United States, were represented by officially designated delegates.

At the present time American ocean bills of lading are subject to the Harter Act and the Pomerene Act. The White bill would enable American ocean carriers to make contracts in accordance with the rules of the convention and open the way for American carriers to compete with foreign carriers on an equal basis.

Several bills have been before Congress since the Sixty-seventh Congress, but all have failed of passage. Virtually all contained a penal clause applicable to cases where a contract for carriage goods by sea might have provisions other than those prescribed. This penal provision

does not appear in the White bill and use the uniform bill prescribed is optional with the shipper.

It is pointed out, however, that, notwithstanding its use is optional, a substantial advantage will accrue from enactment of the bill because it will have the force of law in respect to all contracts for carriage of goods by sea, in addition to establishing a precedent for a uniform ocean bill of lading.

Foreign commerce has long suffered from the lack of a uniform international ocean bill of lading. The various interests involved, in this and other countries, became aware of the necessity of uniform regulations for carriage. The rules of the convention define the rights and

liabilities of cargo owners and ship owners in new and improved form, and give to the foreign merchant protection on a number of matters to which he has long considered himself entitled. These rules place greater responsibility on the carrier and are designed to lead to greater care on the part of ship owners in handling cargoes, with resultant prevention of losses.

The rules define the relative risks of ship owner and shipper and outline the bases of their respective responsibilities and liabilities.

The White bill was before the House Merchant Marine and Fisheries Committee early in April.

—P. G. L.

Government to Grade Canned Foods Under Warehouse Act

GOVERNMENT warehouse receipts issued on canned goods stored in Federally-licensed warehouse are to bear certification of the grades of such products in accordance with selected Government standards of quality, it is announced by H. S. Yohe, head of the Warehouse Division of the Bureau of Agricultural Economics of the Department of Agriculture.

The use of established grades on warehouse receipts for canned goods, as provided in the United States Warehouse Act, is now pending the selection of official standards of quality.

Grades for canned peas and corn, while not finally decided on, according to Mr. Yohe, will be promulgated as official standards prior to the opening of the respective canning seasons in June and August. The three grades of fancy, extra standard and standard will be defined as provided in section 19 of the Warehouse Act, stating that the Secretary of Agriculture "is authorized, from time to time, to establish and promulgate standards for agricultural products by which their quality or value may be judged or determined."

Following selection and application of standards for canned peas and corn similar grades will be defined for canned tomatoes and spinach.

The official grading of these stored foods is expected to be a valuable aid to the trade in financing warehouse charges, according to Mr. Yohe, who explains that

increasing carryovers in the past few years, amounting to millions of cases, have created a condition under which it is often difficult for canners to borrow needed capital. This situation, he states, has been aggravated by the fact that a banker could not tell the quality of the carryover and its proportionate relationship to the quality of goods he was asked to accept as security. Mr. Yohe continues:

"The bank would lend much sooner on 'fancy' or 'extra standard' foods than it would on a product that was just 'standard.' By stamping warehouse certificates with an official grade we expect to make possible a more definite determination of the exact side of the carryover in each class of quality and by this means help relieve the problem of financing."

That such grades would gradually go out into the retail trade and serve as a guide to the customer in making purchases, may also be ultimately looked for, in Mr. Yohe's opinion.

The plan being worked out by the Warehouse Division will not interfere with the work of the food, drug and insecticide administration, which is concerned rather with proper labeling, complete filling of cans, and minimum requirements of purity.

Public hearings will precede final establishing of the grade definitions, and the canning trade is being extensively consulted for advice and comment on all proposed classes, according to Mr. Yohe.

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Export Warehousing

By H. A. HARING

IN domestic trade the great bulk of goods moves from factory to consignee. When the traffic department of the factory has properly routed the shipment and has mailed the shipping documents to the consignee, responsibility ceases. In the ordinary course of movement nothing more is ever heard of the lot, merely because it travels to destination without incident or accident.

Warehousing enters distribution for only a small fraction of the total output (for domestic consumption). Where it does factor, its importance is that of buttressing sales, meeting competition of small-lot buying, emergency demand of customers and quite often of making up carload minimum with pool car shipments.

When, however, goods are handled either in import or in export movement, storage in transit at the port becomes inevitable (except for a small portion of goods so moving). The conditions of accumulating cargo quantities are such that railroad car cannot be expected to meet vessel punctually. Even in the port of New York, where transit turnover is best in this country, the average time elapsing between arrival of a shipment by rail and final delivery to the steamship is more than two

weeks. In other ports this period lengthens, because sailings are less frequent and port facilities less expeditious.

Warehousing is, of course, necessary for goods that have missed the ship. Warehousing is equally necessary in order to insure that goods shall "make the ship" for which cargo space has been contracted. Any traffic department that would attempt to eliminate port warehousing would deluge itself with cable tolls to explain broken-lot arrivals at foreign ports and to try to appease distant customers who are obliged to take up sight drafts against shipping documents when essential parts of the goods are missing.

Some warehousing at the ports is inescapable. In this respect exporting differs from shipping in domestic trade. The warehousing, too, is different in purpose. It has to do, not with distribution and convenience of customers and support of the sales organization, but relates to the direct movement of the goods. The warehousing is really storing in transit, wholly for the purpose of obtaining full-lot movement with outgoing goods; and for the purpose of breaking up vessel cargoes into manageable shipments with incoming goods.

"Free Time" Allowed

SHIPMENTS arriving at the ports, designed for export, receive a longer allowance of "free time" than prevails with ordinary railroad freight to be unloaded for domestic use. For at the ports, railroad cars are intentionally used to warehouse the goods. The custom arose from the obvious necessities of the situation, chief of which is that exact schedules for freight car movement are not possible. The time of arrival at the port cannot be controlled. Therefore, in order to connect with a certain sailing of a vessel, freight shipments must be forwarded well in advance. The cars accordingly arrive at the port days, even weeks, before the vessel is ready to take cargo.

The present method of export transportation, which relies on freight cars meeting vessels, should be abandoned. It is too inefficient and uncertain to hold

cars for direct loading into ships. Ten years ago the custom may have had some excuse, but with the tremendous growth of our export trade too many railroad cars are withdrawn from effective service. Excessive demurrage results; congestions at terminals are costly to the carriers; dock warehouses could handle the goods with less cost to the owner and with greater satisfaction.

In order to avoid delay to a vessel a part of the cargo must be available at the port in advance of the ship's arrival, the balance to come forward so as to enable loading to be completed before scheduled sailing date.

The measure of the facilities of a port is the ability to assemble and handle the advance portion of the cargo for all scheduled sailings without congestion of the railroads; and, while it is popular to lay blame on the carriers, the need of most of our ports is not for more tracks

but for more piers and warehouses so that freight cars may be promptly released and not held indefinitely on track.

The cost to the owner of exporting goods is often disappointing because congestion prevents his meeting an expected vessel. By the time demurrage until the next sailing is paid the favorable freight rate of one port may become an item that is much in its disfavor. It is an effort to provide these needed facilities that has prompted the municipal port development at more than sixty cities.

The whole process of accumulating cargo for a vessel is a series of shipments backing up and standing on track at the port.

Through their competition for export business the railroads have formed the habit of extending to patrons longer and longer periods of free time. These allowances have now become standardized and

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reduced to "rules" but, everywhere, the burden of providing warehouse accommodations is laid on the railroads, where it does not properly belong. At one time, as they reached out for traffic, they volunteered this perversion in the use of their cars. In the formulation of custom into rule the Courts and the Interstate Commerce Commission have recognized the service as a "self-imposed duty." The railroads have not been permitted to set up the custom as a hardship, but have been forced to furnish to all shippers without discrimination port warehousing facilities with all their responsibilities. Such warehousing, up to the limit of the free time allowance, is "included in the rate" for export freight.

In order to benefit to the extent of the port free time, the shipment must conform to many regulations. One of the most necessary of these is the following:

"Ocean space for freight must be secured; and such space reservation, with a description of the freight and tonnage thereof, also a declaration of the first loading date of the vessel on which space reservation has been made, shall be confirmed by the ocean carrier."

At the North Atlantic ports the free time for carload freight is ten days, exclusive of the day of arrival at port. Grain and coal are limited to one-half this time. Less than carload shipments, too, are limited to five days' free storage, when billed on through lading. Freight for trans-shipment by vessel in our coastwise trade is allowed only five days' free time.

The ten days allowed for carload freight in export movement is, however, extended by a general agreement, a tripartite compact of (1) the United States Shipping Board, (2) the railroads, and (3) the steamship companies serving the North Atlantic ports (*viz.*: Portland, Boston, Providence, South Providence, New York, Philadelphia, Baltimore, Newport News and Norfolk.) By this agreement was established a uniform system of through export bills-of-lading. When shipped under these agreements the free time for carload shipments becomes fifteen days instead of ten.

With the South Atlantic ports and the Gulf ports the railroads have come into severe competition with the municipal dock systems. The ten days allowed by the railroads become thirty days with many—in fact, with most—of the municipal docks. It is their leading inducement to traffic. (The railroads allow seven days for less than carload freight in coastwise movement to the Pacific Coast; also fifteen days for phosphate rock at Tampa; otherwise their allowances are those of the North Atlantic ports, but with no agreement for extension beyond a ten days' basis.)

On the Pacific Coast the free time allowed by the railroads is limited to ten days for foreign shores and five days for coastwise movement. Mexico, Central and South America are included in the five days allowed for coastwise traffic, but exceptions and modifications under the rules extend the five-day period often to ten days. Here, again, is felt the competition of the municipal dock systems, which grant free storage for as long as twenty, even thirty, days. Twenty days, with these docks, is the usual free time.

Municipal Dock Warehouses

AT ports where municipal docks exist the free-time allowances tend to be more generous. This is one form of competition of the municipal dock with the privately-owned terminal warehouse, and, in a general way, it may be stated that storage charges for goods in foreign trade are less in municipal warehouses than elsewhere; ports with such warehouses offer lower storage than competing ports.

That the warehouses of municipal dock cities charge less for storage is indicated by the following tabulation, which covers five of the more ordinary commodities of export and import.

Commodity	New York Warehouse	New Orleans Municipal Dock	Seattle Municipal Dock Warehouse
Flour, sacks.....	.04	.03	.02
Sugar, barrels.....	.10	.10	.07
Coffee, bags of 155 lbs.	.05	.04	.01 1/4
Canned goods, 24-2's, 43 lbs.....	.01 1/2	.01 1/2	.01
Beans, 36 lb. bags....	.01 1/2	.01	.01

These rates in each case are in cents for one month's storage.

Warehousing on the municipal docks of New Orleans, is thus seen to cost 25% less than the New York rates for flour and coffee, and 30% less for beans; sugar and canned goods show no difference. At Seattle, flour is warehoused for 50% less than at New York, sugar 30%, coffee 65%, canned goods 30%, and beans 30% less.

These percentages tell the story—a story which is reiterated in many forms in the literature emanating from the boards of port commissioners.

The favorable rates of municipal port warehouses may be shown in another manner. The railroad rates for storage, either carload or less than carload freight, whether for import or export, after expiration of free-time allowance, are:

1 cent per 100 lbs. for the first 10 days;
1/2 cent per 100 lbs. for each succeeding 10 days.

This is equivalent to 2 cents a 100 pounds for the first month, and 1 1/2 cents for each succeeding month. For a ton of merchandise this would be 40 cents for the first month and 30 cents a month

thereafter. This rate is sanctioned by the Interstate Commerce Commission, and is in effect for all the railroads for all Atlantic and Gulf ports. Yet the current rate with the municipal warehouses and docks of the South Atlantic and Gulf ports is 1 cent a 100 pounds for each 30 days of storage, which is equivalent to 20 cents a ton, a rate exactly one-half of the railroads' rate for the initial month and two-thirds their rate for the following months.

On the Pacific Coast the railroad tariffs for storage are at the rate of "3 cents per ton per day," a rate equivalent to 90 cents a ton a month, but with these tariffs there is, usually, a "saving clause" to the effect that "the maximum storage charge per month shall not exceed 60 cents per ton." Higher storage is assessed, moreover, for bulky articles which are also light in weight. But the municipal docks of the Coast offer storage after free-time that runs from 20 cents to 60 cents a ton per month, although several of them follow Astoria's provision for "a maximum storage charge of 50 cents per ton per month." It should, however, be noted that for a few articles municipal storage may run to 80 cents a ton a month at Seattle and San Francisco.

When it comes to free-time allowances for transit over the municipal docks they are everywhere more generous to the shipper than other ports. Free time is quite as important as charges for storage, especially as a single additional day may exempt the goods from all costs. As has already been shown, the usual allowance is ten days' free time for carload freight, although at the North Atlantic ports this becomes fifteen days in pursuance to the tripartite agreement worked out by the United States Shipping Board. Jacksonville's municipal dock and terminals, for example, advertise:

"The municipal docks and terminals adhere to Glenn's Port Charges Tariff [which is the uniform railroad tariff for the South Atlantic and Gulf ports], with the exception of giving free storage and making no charge for handling from storage to ship on commodities arriving on through-export ladings.

"We give thirty days' free storage on export cotton, while Glenn's Tariff gives only 10 days."

Jacksonville is not, by any means, alone in allowing thirty days' free time for cotton, that city being merely an illustration of what occurs rather generally.

On the Pacific Coast the five great municipal docks dominate the situation (Los Angeles, San Francisco, Portland, Seattle and Astoria). Their extended free time, both for exports and for imports, has compelled the railroads and all privately-owned warehouses to make

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similar allowances. The prevailing free time of these ports is ten, twenty or thirty days, varying with the commodities and the destinations, full account being taken of the sailing intervals of Pacific steamships.

Extensions of "Free Time"

FREE-TIME allowances are, furthermore, elastic with the municipal docks. This is a condition contrary to the unalterable rules of the railroads, who risk penalties "for discrimination" with any deviation from strict observance of published tariff regulations. The regulations at New Orleans, for instance, contain this saving clause:

"On cargoes where it is evident that it is impracticable to handle same within the periods stated and where the public requirements will permit, arrangements may be made with the superintendent, in advance of the expiration of the free time, for further time."

The longer free time of the southern and Pacific ports has some justification in that sailings of vessels are not so frequent as from the North Atlantic ports. Longer intervals, therefore, occur between the dates when cargo can be moved from warehouse (or car) to vessel. Indeed, the railroad tariffs under specific conditions provide that:

"Rail-carriers will allow carload freight covered by through bills-of-lading as provided . . . and conforming to the conditions of the railroad shipping permit issued therefor . . . a period of not exceeding twenty days' free time at Pacific Coast ports of export after the declared first loading of the vessel on which booked."

Under this provision—applicable to through-billed movement with coverage of vessel booking—the free time is greatly extended. All time prior to next declared cargo-receiving date is 'free time, with the addition of twenty days after that day. A somewhat similar provision is contained in the port agreement with the United States Shipping Board, which provides that (for North Atlantic ports):

"Where rail carriers deliver freight at any port more than fifteen days in advance of the date for which the freight is booked such excess time shall be considered as additional free time."

Another provision of the same agreement covers late arrival of railroad car at the port by stipulating:

"If the rail carriers fail to transport shipment to the port in time to clear on steamer, or to clear during the period for which specifically booked, storage charges will not apply until the announced date of the steamer on which it is again booked, after which date storage charges will apply."

Less than carload freight, at Pacific ports, according to the tariffs, "may be

stored free for thirty days (exclusive of Sundays and holidays) after arrival at port of export, after which regular domestic storage charges will apply." This is a wide extension of the five days' free allowance for the Eastern ports.

After "Free Time" Expires

GOODS for export, at the Atlantic ports, after expiration of the free time become liable to storage charges, for which the railroad tariffs provide:

"For first ten days or part thereof, beyond the period of free storage, including handling in and out—1 cent per 100 lbs.

"For each succeeding ten days or part thereof— $\frac{1}{2}$ cent per 100 lbs.

"Storage to be computed up to the day the vessel to which shipment is delivered begins taking aboard merchandise cargo."

This storage rate, for each 100 pounds, applies without distinction, to carload and less than carload freight. Grain is charged by the bushel, with rates that vary with the ports. Coal is given a rate of its own.

At the so-called "South Atlantic and Gulf ports" (Norfolk and all ports to Mobile, but not Gulfport and New Orleans and west thereof) the railroad tariffs allow storage charges for export and import freight somewhat lower than at the North Atlantic ports. At these more southerly ports, after the usual ten days of free time, storage is computed on a thirty days' period, as contrasted with the ten days' period of the North. For nearly all commodities the rate is 1 cent a 100 pounds for each thirty days, which is exactly one-half what is charged at northern ports (1 cent first ten days, and $\frac{1}{2}$ cent each ten days thereafter); although for certain commodities the southern charge is also 2 cents, as in the North, and for a few even higher (fish scrap 3 cents, pianos and organs 2½ cents, etc.).

At the Pacific ports less than carload freight after expiration of free time (which is thirty days as against five days elsewhere) is stored at "regular domestic storage charges" if held by the railroad. Carload freight pays at a rate somewhat less than that of domestic demurrage schedules (these domestic schedules being \$2 for each of first four days, and \$5 for each day thereafter), the tariffs being:

"Carload freight remaining on hand after expiration of free time allowance will be subject to demurrage or storage charge of \$3.00 per car per day or fraction thereof (exclusive of Sundays and holidays), this charge to be assessed against the freight while on cars or after unloaded or stored by the railroad for its convenience and at its expense."

On the Pacific Coast goods for export and import overshadow all other commodities. The cargo unit of trans-

Pacific and Pacific coastwise traffic is the ton. In conformity to that unit, storage rates at Pacific Coast ports are calculated for the ton of merchandise (2,000 pounds, except for coal and coke which are 2,240 lbs.). If a commodity is bulky or unusually light in weight it is classed as one of the "commodities which measure more than they weigh," which is a phrase to mean that they weigh less than 50 pounds to the cubic foot. With such goods the ton ceases to be the avoirdupois measure of 2,000 pounds, but becomes the so-called "cubic ton." This is the theoretical, or ocean, ton of bulk, which is defined as "40 cubic feet of space." Warehousing charges, therefore, at these ports are calculated and quoted on the basis of the ton, "weight or cubic, whichever yields the greater revenue." Any fractional part of a ton is computed as a ton—not as so many units of 100 pounds.

Competition of the municipal port facilities has led to many modifications of the railroad charges for storage, as just quoted, and at several of the ports of the Northwest the railroads, for imports and exports, have secured permission from the regulating commissions to name lower rates of which an example is the following:

"Storage per day will be 3 cents per ton of 2,000 lbs. or 40 cubic feet, as per ship's manifest. The maximum storage charge assessed per month of 30 days or for fractional part thereof shall not exceed 60 cents per ton, or 40 cubic feet, as per ship's manifest."

This rate applies to a long list of commodities, and is named in order to meet the rates of the municipal warehouse. Copper ore is one of the commodities that is given a very low rate (only for export however). The rate for beans, as another example (for export), indicates the important position of that product on the Coast, those rates being:

Storage per Ton
29 cents for 30 days;
57 cents for 60 days;
85 cents for 90 days; and \$1.13 "until end of the season, which ends on August 31st following date placed in warehouse."

Storage of Imported Merchandise

FREIGHT arriving at the port from foreign shores also is subject to storage. By the nature of the case the manner of storing is quite different. For, with miscellaneous freight, which is vessel-borne, retention in the hold is not possible. Cargo is discharged by the vessel's own crew or by stevedore contract. The consignee gets no control of the goods until they are placed on the dock. Any storage is dock or wharf warehousing.

Imported goods, moving ex-ship on through billing, are transferred by the steamship company to the railroad as

(Concluded on page 43)

Warehouses Were 69.9% Occupied in February, Against 68% in January

**Department of Commerce Statistics Show Slight Gain for Second Month
of the Year—Tonnage Figures Increased Also**

By KENT B. STILES

REvised figures for January and preliminary figures for February issued by the Department of Commerce, covering goods in general storage in public warehouses in the country, show that 69.9 per cent of the space in

1078 reporting warehouses was occupied at the end of February as compared with 68 per cent of the space in 1085 warehouses at the close of January.

At the end of February, the occupancy totaled 32,430,000 square feet; at the

close of January, 31,983,000 square feet. This is an increase of 447,000 square feet, notwithstanding the fact that reports were received from 7 fewer warehouses.

The volume of goods which came to the 1078 warehouses during February totaled 556,046 tons, as compared with 525,776 tons which reached 1085 warehouses in January. This is an increase of 30,270 tons at 7 fewer warehouses.

In February 476,032 tons remained in storage after being received, as compared with 438,115 tons in January. This is an increase of 37,917 tons remaining in storage.

In February 80,014 tons were delivered on arrival without entering storage, as compared with 87,661 tons in January. This is a decrease of 7647 tons delivered on arrival.

(In studying the last two columns of the January and February tables reproduced herewith, it should be kept in mind that the figures in the final column, "Delivered on Arrival," are not included in the previous column, "Received During Month." This explanation is made because the figures in these two columns in the preliminary table of January figures, published in the April issue of *Distribution and Warehousing*, were misinterpreted.)

The East South Central section (Kentucky, Tennessee, Alabama and Mississippi) led the nine divisions in space occupancy in February, when 546,000,000 out of 688,000,000 square feet was occupied—a percentage of 79.4. In January this section ranked third, with 74.7 per cent.

West North Central (Minnesota, Iowa, Missouri, the Dakotas, Nebraska and Kansas), with 75.9 per cent, ranked second in February—3,608,000 occupied out of 4,755,000 square feet. This division ranked second also in January, with 75.1 per cent.

per cent.

East North Central (Ohio, Indiana, Illinois, Michigan and Wisconsin), with 75.4 per cent, ranked third in February — 7,601,000 occupied out of 10,077,000 square feet. In January this division

Public—Merchandise Warehousing
January, 1928

Division and State	No. of Whses.	Floor Space (in Thous. Sq. Ft.) End of Month						Tonnage	
		Not Used for Gen'l Merchandise		Used for General Merchandise			Rec'd During Month	Delivered on Arrival	
		Total	Vacant	Total	Vacant	Occupied			
NEW ENGLAND :									
Me., N. H. & Vt.....	9	262	19	243	106	137	65	469	
Massachusetts	29	3,329	630	2,699	1,534	1,165	10,274	929	
Conn. & R. I.	14	1,260	408	852	241	611	3,516	2,607	
MIDDLE ATLANTIC :									
New York.....	125	13,511	4,617	8,894	3,293	5,601	48,509	4,864	
New Jersey	44	4,324	1,426	2,898	798	2,100	24,568	638	
Pennsylvania	28	1,402	419	983	329	654	49,445	2,526	
E. NORTH CEN.:									
Ohio	38	2,637	796	1,841	324	1,517	21,273	2,783	
Indiana	31	1,137	342	795	207	588	7,600	1,883	
Illinois	61	7,451	4,116	3,335	778	2,557	40,273	6,147	
Michigan	62	3,695	908	2,787	860	1,927	16,901	1,759	
Wisconsin	39	1,051	208	843	190	653	6,416	2,905	
W. NORTH CEN.:									
Minn. & Iowa.....	60	4,437	1,964	2,473	696	1,777	23,733	6,358	
Missouri	16	1,278	199	1,079	253	826	5,816	2,628	
N. Dak. & S. Dak.	11	278	80	198	40	158	2,032	558	
Neb. & Kansas.....	55	1,621	568	1,053	207	846	12,466	2,931	
SO. ATLANTIC :									
Del., Md., D. C.	43	3,229	490	2,739	1,079	1,660	54,555	5,136	
Va. & W. Va.	33	1,715	542	1,173	328	845	5,069	5,235	
N. Car. & S. Car.	13	940	564	376	164	212	2,458	566	
Ga. & Florida	31	2,233	1,426	807	231	576	8,769	5,655	
E. SOUTH CEN.:									
Ky. & Tenn.....	17	811	240	571	153	418	10,724	2,227	
Ala. & Miss.....	11	384	267	117	21	96	1,229	778	
W. SOUTH CEN.:									
Ark., La., Okla.....	27	1,689	266	1,423	622	801	11,974	1,320	
Texas	66	2,727	887	1,840	1,380	1,460	26,119	7,798	
 MOUNTAIN:									
Idaho, Wyo., Nev., Utah, N. Mex., Ariz., Montana	26	767	246	521	163	358	6,900	5,436	
Colorado	30	829	280	549	140	409	3,252	3,211	
PACIFIC:									
Wash., Oregon	46	3,482	1,793	1,689	671	1,018	16,169	4,456	
California	120	5,617	1,330	4,287	1,274	3,013	24,010	5,768	
Total for United States..	1,085	72,096	25,031	47,065	15,082	31,983	438,115	87,661	

held first rank, with 75.4 per cent. The Mountain section (Idaho, Wyoming, Nevada, Utah, New Mexico, Arizona, Montana and Colorado), with 74 per cent, ranked fourth in February—774,000 occupied out of 1,040,000 square feet. This division ranked fourth also in January, with 71.7 per cent.

West South Central (Arkansas, Louisiana, Oklahoma and Texas), with 71.7 per cent, ranked fifth in February—2,145,000 occupied out of 2,992,000 square feet. This division stood eighth in the January list, with 63.2 per cent.

The Middle Atlantic section (New York, New Jersey and Pennsylvania), with 70.5 per cent, ranked sixth in February—8,876,000 occupied out of 12,596,000 square feet. This division ranked sixth also in January, with 65.4 per cent.

The Pacific section (Washington, Oregon and California), with 65.8 per cent, ranked seventh in February—3,950,000 occupied out of 6,002,000 square feet. This division ranked fifth in January, with 67.4 per cent.

South Atlantic (Delaware, Maryland, District of Columbia, the Virginias, the Carolinas, Georgia and Florida), with 53.9 per cent, ranked eighth in February—3,263,000 occupied out of 5,106,000 square feet. This division ranked seventh in January, with 65.6 per cent.

Ninth and last in February came New England (Maine, New Hampshire, Vermont, Massachusetts, Rhode Island and Connecticut) with 52.3 per cent—1,667,000 occupied out of 3,185,000 square feet. New England ranked last also in January, with 50.4 per cent.

A study of the foregoing percentages will show space occupancy gains were made in February, as compared with January, by six of the divisions—West North Central, East South Central, Mountain, Middle Atlantic, West South Central and New England. There were occupancy percentage decreases in the Pacific and South Atlantic divisions. The situation in the East North Central section did not change.

Turning now to tonnage figures, the following comparisons are available:

In volume of goods arriving at warehouses (both that which went into storage and that which was delivered on arrival—that is, the totals as set down in the final two columns of the accompanying tables)—we find that in February the East North Central division ranked first, with 143,072 tons. In January this division ranked second with 101,940 tons.

The other rankings follow:

Second in February, Middle Atlantic, with 134,765 tons (as compared with first ranking in January with 129,550 tons).

Third in February, South Atlantic, with 83,102 tons (as compared with the same ranking in January with 87,533 tons).

Fourth in February, West North Central, with 55,969 tons (as compared with the same ranking in January with 56,522 tons).

Fifth in February, Pacific, with 51,987 tons (as compared with the same ranking in January with 50,403 tons).

Sixth in February, West South Cen-

OCCUPANCY AND TONNAGE

tral, with 42,141 tons (as compared with the same ranking in January with 47,211 tons).

Seventh in February, New England, with 17,712 tons (as compared with eighth ranking in January with 17,860 tons).

Eighth in February, East South Central, with 15,945 tons (as compared with ninth ranking in January with 14,958 tons).

Ninth in February, Mountain, with 11,353 tons (as compared with seventh ranking in January with 18,799 tons).

These tonnage percentage rankings are set down as a matter of interest, but they have no particular significance, in comparison one with the other, by reason of the fact that the numbers of warehouses vary in the several divisions. It is the February increases or decreases, as compared with January, that are important; and these show that there were increases in the Middle Atlantic, East North Central, East South Central and Pacific sections, whereas there were decreases in the New England, West North Central, South Atlantic, West South Central and Mountain divisions. The

gains in the first four more than made up for the losses in the other five, as shown by the aggregate totals—556,046 tons in February as compared with 525,776 tons in January.

In the Middle Atlantic division 95.1 per cent of the goods arriving at warehouses in February went into storage, as against 94.6 per cent in January; in the East North Central, 90.4 as against 84.8 per cent; South Atlantic, 87.2 as against 81 per cent; Pacific, 84.7 as against 80 per cent.

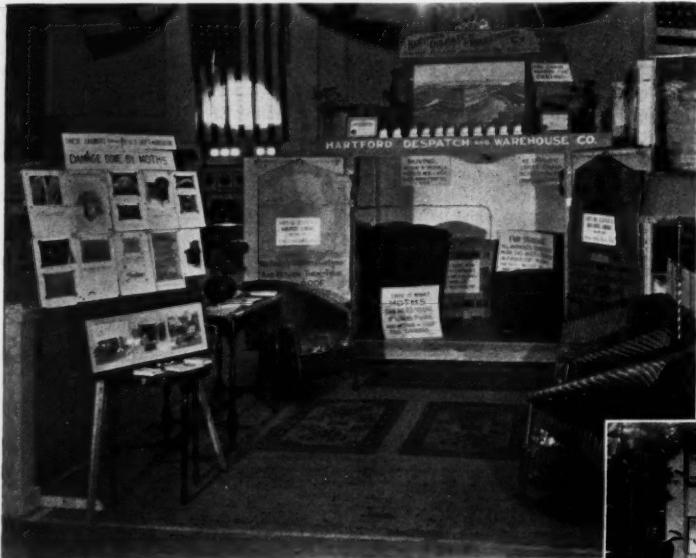
In the other five sections the percentages of goods which went into storage in February, as compared with January, were smaller. East South Central, 78.6 per cent in February as against 80 per cent; New England, 75.5 as against 77.6 per cent; West South Central, 74.6 as against 80.7 per cent; West North Central, 69.7 as against 77.9 per cent, and Mountain, 49.1 as against 54 per cent.

The Mountain section was the one division in which less than half the volume received went into storage. In this division 5774 tons, or 50.9 per cent, of the 11,353 tons arriving at warehouses were delivered on arrival.

Public—Merchandise Warehousing February, 1928

Division and State	No. of Whses.	Total	Not Used for Gen'l Merchandise	Floor Space (in Thous. Sq. Ft.) End of Month			Tonnage	
				Total	Used for General Merchandise	Vacant Occupied	Rec'd During Month	Delivered on Arrival
NEW ENGLAND:								
Me., N. H. & Vt.	8	77	18	59	32	27	65	469
Massachusetts	30	2,944	670	2,274	1,106	1,168	9,564	971
Conn. & R. I.	14	1,260	408	852	380	472	3,751	2,892
MIDDLE ATLANTIC:								
New York	120	12,813	4,130	8,683	2,680	6,003	77,365	3,873
New Jersey	43	4,394	1,484	2,910	705	2,205	40,847	757
Pennsylvania	29	1,423	420	1,003	335	668	9,964	1,959
E. NORTH CEN.:								
Ohio	40	3,056	952	2,104	488	1,616	26,726	3,019
Indiana	31	1,130	348	782	197	585	6,073	1,836
Illinois	63	7,812	4,138	3,674	834	2,840	56,023	4,208
Michigan	63	3,695	906	2,789	822	1,967	33,378	1,831
Wisconsin	38	918	190	728	135	593	7,163	2,815
W. NORTH CEN.:								
Minnesota	35	3,610	1,777	1,833	491	1,342	17,054	4,800
Iowa	21	827	191	636	163	473	4,087	2,697
Missouri	13	1,241	197	1,044	246	798	6,074	2,548
N. Dak. & S. Dak.	11	277	77	200	42	158	1,224	2,281
Nebraska	25	953	282	671	127	544	5,718	1,309
Kansas	29	643	272	371	78	293	4,884	3,293
SO. ATLANTIC:								
Del., Md., D. C.	43	3,229	489	2,740	1,094	1,646	54,108	5,310
Va. & W. Va.	34	1,730	548	1,182	364	818	8,061	1,462
N. Car. & S. Car.	14	942	564	378	152	226	2,619	703
Ga. & Florida	32	2,238	1,432	806	233	573	7,681	3,158
E. SOUTH CEN.:								
Ky. & Tenn.	17	811	240	571	123	448	11,328	2,477
Ala. & Miss.	11	384	267	117	19	98	1,197	943
W. SOUTH CEN.:								
Ark., La., Okla.	25	1,329	176	1,153	434	719	10,135	3,286
Texas	66	2,727	888	1,839	413	1,426	21,322	7,398
MOUNTAIN:								
Idaho, Wyo., Nev., Utah, N. Mex., Ariz., Montana	26	767	247	520	164	356	2,007	2,281
Colorado	29	795	275	520	102	418	3,572	3,493
PACIFIC:								
Washington	31	2,713	1,669	1,044	452	592	5,624	3,486
Oregon	14	757	133	624	195	429	12,392	585
California	123	5,686	1,352	4,334	1,405	2,929	26,026	3,874
Total for United States..	1,078	71,181	24,740	46,441	14,011	32,430	476,032	80,014

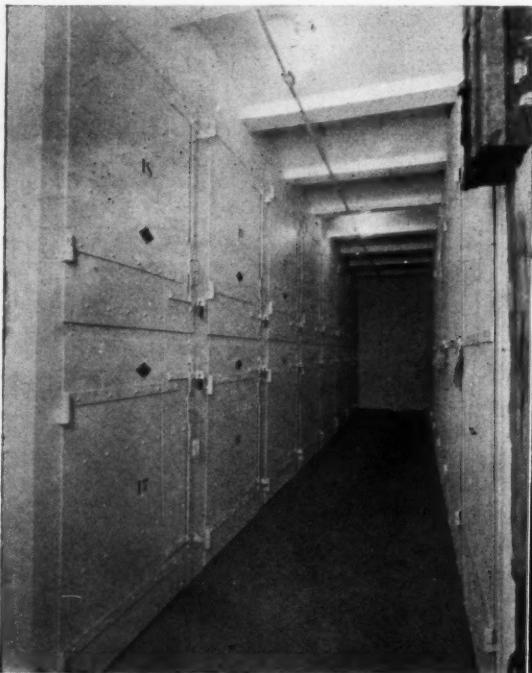
Distribution and Warehousing's Pictorial



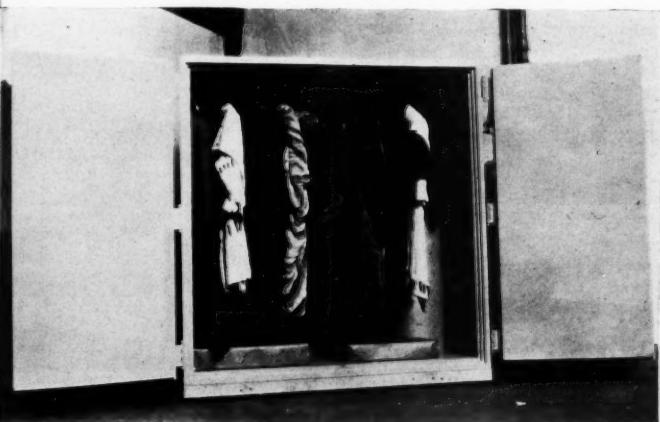
Left—75,000 PEOPLE SAW THIS: Hartford (Conn.) Despatch & Storage Co. spent \$1,000 to advertise its moving, packing, shipping and storing services at Hartford's recent Home Progress Exposition. (Story on page 21)



Below—DOUBLE-DECK SERVICE: Two rows of small rooms which the Security Storage Co., Inc., Washington, D. C., has installed. They are leased like safe deposit boxes, each lessor having his own key, with free access during business hours.

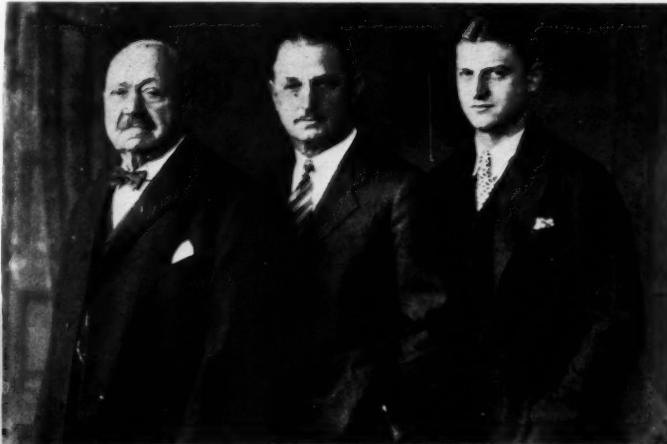


Below—HANG UP YOUR EVENING WRAPS: How the Security Storage Co., Inc., Washington, D. C., protects extra valuable fur garments in double steel cases which, on rolls, are fitted with rods for coat hangers. These cases are for use in the cold storage department.



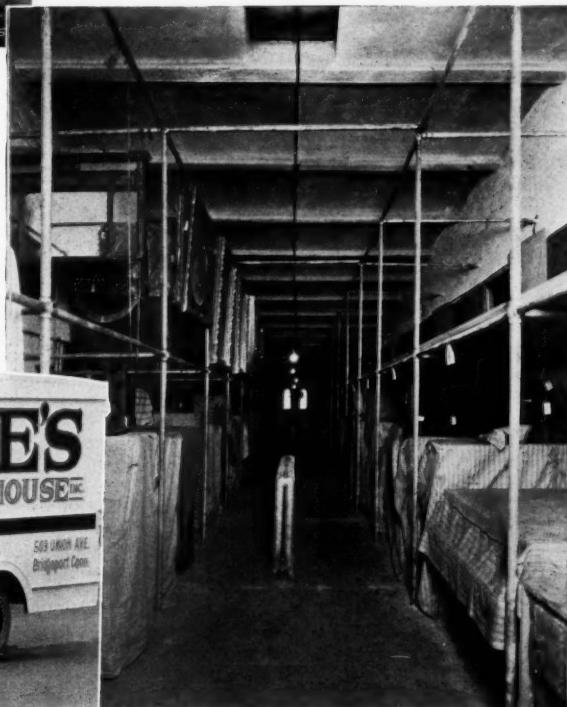
Review of the New and Interesting

Right—"LIKE FATHER, LIKE SON"—ALSO LIKE GRANDSON: Three generations of Winklers. John, Sr., aged 81, formerly active in firm of John Winkler's Sons, Inc., Far Rockaway, N. Y.; George N., today the company's president; and George N., Jr., student at Notre Dame, who plans to enter the business.



Above—STORED ON STEEL: How the David Fireproof Storage Warehouses, Chicago, take care of davenports and upholstered chairs on all-steel shelving in a special room protected against moths. (Now turn to page 42.)

Below—MUSIC AND ART IN STORAGE: Phonographs, radios, etc., on the floors, and paintings on the sides of balconies which the packing force of the Security Storage Co., Inc., Washington, D. C., has erected in the firm's piano department.



Below—RED, WHITE, BLUE AND GOLD: Such is the color scheme of the new van, on a Mack bus chassis, of Moore's Storage Warehouse, Inc., Bridgeport, Conn. Wheelbase, 225 in.; overall length, 26 ft. 8 in.; loading space inside body, 17 ft. 6 in. long, 7 ft. high and 7 ft. 4 in. wide.



The Law of Warehousemen's Liens

Fourth of a Series of Legal Articles

By LEO T. PARKER,
Attorney-at-Law

LEAGALLY, a warehouseman's lien is the right of a warehouseman to retain possession of stored goods, as security for the payment of a debt owed by the owner of the goods for lawful services previously rendered by the warehousemen *with respect to the goods*.

The lien is perfected by any act on the part of the owner of the goods, or his authorized agent, by which the warehouseman is given possession of the property for the purpose of rendering a definite service.

However, under certain circumstances, the law does not require that the warehouseman obtains possession of the property by permission of the owner.

For instance, if a warehouseman finds an article of value or repossessed it from a thief, or is ordered by a court or an authorized officer of the law to take possession of it, he has a lawful lien on the property for a fair and reasonable value of the services rendered.

Also, it is important to know that a warehouseman may relinquish his right to a lien by an agreement to that effect made before or at the time he accepts the goods for storage.

Purchaser of Goods Liable for Storage Charges

THE law is well established that generally a purchaser of stored goods is not liable for charges which have occurred *prior to* the time the purchase was made, unless he agrees to become liable (46 Ala. 410).

However, under certain circumstances, a purchaser may be liable for the full amount of a warehouseman's charges which have occurred both before and after the contract of sale was completed.

For instance, in *Barker v. Brown*, 138 Mass. 340, it was disclosed that a seller and purchaser made arrangements whereby the former shipped a carload of merchandise consigned to himself and notified the carrier to deliver the goods to the buyer, when the latter paid the freight. The purchaser paid the freight charges, but refused to accept the shipment because the merchandise was not satisfactory.

The carrier then notified the buyer that if he failed to take the goods within a specified time it would store them. After expiration of the stated time the carrier stored the goods in a warehouse without notifying either the buyer or seller.

Litigation arose, over payment of the warehouseman's storage charges, and the Court held the purchaser liable for payment of the charges and explained

On the other hand, if the owner of property authorizes a warehouseman to store it, without having made an agreement regarding the charges, the warehouseman retains a lien on the goods as security for a reasonable payment for the services rendered. And this is true, although the owner contends that he believed the warehouseman intended to render the services free of charge.

For example, in the recent case of *Weinberg v. St. Louis Co.*, 116 S. W. 461, in holding the owner of property required to pay a reasonable amount for services rendered, the court said:

"The law implies contracts under circumstances where the minds of the parties do not meet on a given subject, as for instance, where a party which without an intention to pay therefor requests another to perform services for him. In such cases, unless it appears the party rendering the labor intended it should be gratuitously performed, the law will imply a promise to pay. In such a case, though it is certain there was no meeting of the minds, the law nevertheless implies a contract to pay."

ness. When customers delivered goods to him he stored them in a nearby warehouse presumably at a price lower than he charged his patrons.

Litigation developed when he quoted a lower price to a customer than was agreeable to the warehouseman who, when the owner called for his property, demanded payment of a greater amount than originally quoted by the solicitor. The owner refused to pay the charges and the warehouseman filed suit.

The Court held the warehouseman not entitled to recover payment and explained that a warehouseman has no lien on goods for the storage charges where the merchandise is received by a stranger who had practised fraud or deception, although the warehouseman is not aware of the details of the transaction. This Court said further that it is a warehouseman's duty, where it is practical to do so, to know that the rate of charge for storage is known to the owner of the goods.

Landlord's Lien

GENERALLY speaking, if a landlord's lien for rent is not properly recorded and the warehouseman receives the goods for storage, without knowledge of the prior lien, the warehouseman's lien for storage is superior to the landlord's lien.

However, if the landlord's lien is prop-

Next Month:

THE title of the fifth of Mr. Parker's legal articles is "When Is a Warehouseman Liable for Signatures of Employees?" Important higher Court decisions on this subject are reviewed in order clearly to mark the distinction between signatures for which the storage executive is and is not responsible.

The article will appear in the June issue.

that the warehousemen had a lawful lien on the goods.

However, there are many ways in which a warehouseman may forfeit his rights to a lien, as by accepting the goods for storage after a prior lien or mortgage is properly recorded, or by injecting fraud in the transaction, or by accepting goods for storage under circumstances where fraud is being practised on the owner.

For illustration, in *Farrel v. Storage Warehouse*, 127 N. Y. S. 306, it was shown that a person, who was not a warehouseman, inserted advertisements in local papers, soliciting storage busi-

erly recorded and the warehouseman accepts the goods for storage without obtaining consent of the landlord, irrespective whether the latter simply knows the goods are in storage, the warehouseman's lien cannot be legally satisfied until after the money due the landlord is paid.

Moreover, if the property is wrongfully taken from the landlord, without his consent, and stored in a warehouse, his lien, although it is not recorded, is superior to the warehouseman's lien (*Brown v. Noel*, 52 S. W. 849).

Also, it is important to know that if a landlord, who has a recorded lien on property, orders a warehouseman to take possession and store the goods, the warehouseman's lien is superior to the recorded landlord's lien.

For instance, in *Lomaschinsky v. April*, 134 Atl. 896, it was held that, where a landlord deposes a tenant and removes the latter's furniture to a warehouse for storage, the landlord is responsible for the storage charges, although his lien is prior to the warehouseman's lien.

The facts of this case are that the landlord ordered a warehouseman to convey the furniture to the warehouse. The warehouseman knew that the goods belonged to the tenant, but informed the landlord that the charge was \$5 a month, before accepting the goods for storage, but did not ask him to guarantee payment of the charges.

The goods remained in storage several months, and the storage charges remained unpaid. The warehouseman sued the landlord to recover the charges. The latter contended that he was not responsible for payment because the warehouseman knew that the furniture belonged to the tenant. However, the Court held the landlord liable for the amount of the storage, saying:

"The landlord was under no duty to have taken and deposited his tenant's goods in the plaintiff's warehouse, but, since he did so and expressly agreed to pay for their storage, he was bound by his contract."

Chattel Mortgage vs. Warehouseman's Lien

BETWEEN a chattel mortgage and a warehouseman's lien, the chattel mortgage always is superior if, before the warehouseman accepted the goods, the mortgage was properly recorded, or the mortgage was not recorded but the warehouseman knew that it existed.

Also, it is important to know that, although the holder of a properly recorded mortgage knows that the goods are being stored and does not express his disapproval, still the right of the holder of the mortgage to take possession of the goods and sell them is superior to the warehouseman's lien.

For example, in *Lucretia A. Storms v. Frederick B. Smith*, 137 Mass. 201, it was proved that the holder of a recorded mortgage on furniture knew that the furniture was removed for storage and expressed no disapproval. Also, the goods were removed to save them from injury

WAREHOUSEMEN'S LIENS

by the elements. The warehouseman did not know that the goods were mortgaged until the mortgagee began proceedings to foreclose the mortgage.

In holding the mortgage superior to the warehouseman's lien, this Court explained the law as follows:

"The mortgagor [owner] of the chattels was personally liable to the defendant [warehouseman] for their storage, and he could not subject the mortgagor's interest to a lien in support of his debt without the mortgagee's authority. The mortgagee had given no authority other than what was to be implied from his allowing the mortgagor to remain in possession of the mortgaged goods, coupled with the fact that it was necessary that the goods should be stored somewhere to prevent their destruction. If these circumstances were enough to support the defendant's [warehouseman's] claim, every mortgagor in possession of perishable goods would have power to create a paramount lien upon them. . . . But these circumstances are not enough. The mortgage was recorded, and the defendant [warehouseman] therefore had notice of it. . . . The fact that some time afterwards, the plaintiff [mortgagee] was informed that the property had been stored, does not alter the case. He was not informed that any attempt would be made to hold the goods as against him, or even that the storage had not been paid, and he knew that the defendant was chargeable with notice of his mortgage, and therefore of the want of authority to bind his property on the part of the mortgagor."

In many instances litigations have been carried on because certain laws appear to give a warehouseman's lien superiority over recorded chattel mortgages.

However, generally such laws are ineffective. For instance, in *Allan v. Beckett*, 84 N. Y. S. 1007, it was disclosed that the owner of goods mortgaged them and entered into a contract with the holder of the mortgage that he would not move the property from the present location without giving the mortgagee notification. The mortgage was recorded in August, and in September the owner, without knowledge of the mortgagee, stored the goods. The warehouseman sued to recover the storage charges, but the Court held he was not entitled to recovery, notwithstanding the following law:

"A warehouse company, warehouseman or other person lawfully engaged in the business of storing goods, wares, and merchandise for hire has a lien for goods deposited and stored with him for his storage charges, and for moneys advanced by him for cartage, labor, weighing, and cooperating in relation to such goods, or other goods belonging to the same owner; and he may detain such goods until his lien is paid."

Therefore, before accepting goods for storage, warehousemen are bound to know that a mortgage on the goods is not recorded. If he knows the goods are mortgaged he must obtain consent from the mortgagee to store them together with a written contract in which the

mortgagee agrees to be responsible for payment of the warehouseman's charges. This agreement should be made with the mortgagee before the goods are accepted. But the contract is legal and enforceable if, when the agreement is made and after the goods are in storage, the contract distinctly stipulates that the warehouseman will keep the merchandise in storage in consideration of the mortgagee's promise to guarantee payment of the storage charges which occur in the future.

In this manner, the contract has a valid consideration for future charges, and generally is valid. However, it is best that the agreements regarding the future charges and those presently due are in separate instruments to assure validity of the contract relating to future charges, although a contract is valid by which a party agrees to be responsible for debts of another, if it is based on valid consideration and properly formulated.

On the other hand, the recent case of *Holloway v. Merchants*, 294 S. W. 989, is unusually important because the Court held a warehouseman's lien superior to a properly recorded mortgage where, although the holder of the mortgage did not agree to pay the storage charges, he signed his name to a paper in which he consented to the warehouseman taking possession of the goods. This Court said:

"Looking at the whole record we think . . . that the plaintiff [mortgagee] consented to the storage of the goods, and that therefore the defendant's [warehouseman's] lien takes precedence over the lien of the plaintiff."

Also, in the recent case of *Manhattan Warehouse Co.* 224 N. Y. S. 71, it was disclosed that a warehouseman accepted two articles for storage. Both articles were mortgaged. The mortgage on one was recorded, but not on the other. The mortgagee notified the warehouseman that he intended to foreclose the mortgages. This Court held the warehouseman entitled to full payment of charges on the goods of which the mortgage was not recorded, and payment for storage from the date the notice was received on the other goods of which the mortgage was recorded.

This Court also explained that at any time a mortgagee of stored property has a lawful right to take possession he is liable for the charges occurring from that date, although the mortgage is recorded. The Court said:

"It is not necessary for this liability to attach that the plaintiff should have taken actual possession of the property stored. Constructive possession or any act done indicating a purpose to take control or management of the property, makes the party liable for the subsequent storage of the property."

Forfeiting Lien

GENERALLY, a warehouseman forfeits his lien for storage charges by voluntarily giving up possession of the goods.

For illustration, in *Mathieu v. Roberts*, 247 Pac. 166, the higher Court explained the law on this subject, as follows:

"Lien statutes construed, and held, that lien claimant, by voluntarily parting with possession of a chattel upon which he has a lien, does not thereby waive the lien, but waives the right to possession thereof, and may not repossess the same merely on the strength of his lien, in the absence of any special circumstances showing that he is entitled to the possession thereof."

Also, in *Trust Company v. Western*, 134 Atl. 140, it was held that a warehouseman is liable for holding stored goods as security for payment of another debt not connected with the article in storage. This Court said:

"When, however, the bailor, or other party lawfully entitled to the thing, makes rightful and reasonable demand without tendering what is due, our bailee, if he has a claim *in rem* for unsettled

recompense, ought promptly to assert it; and so, too, if insufficient recompense be tendered him; that his reasons may be understood. If he refuses to surrender possession, unless paid for what the lien does not lawfully give, he is liable. . . ."

Another common source of controversy is whether or not a warehouseman is entitled to a lien, superior to a previously recorded chattel mortgage, where the lien is to secure payment of a debt for services rendered by the warehouseman in repairing or improving the property. It is important to know that, while a warehouseman is not entitled to a superior lien, under these circumstances, for storage charges, he holds a superior lien for work by which the stored property is improved.

For instance, in *Kier v. Warehouse*, 259 Pac. 81, the Court said:

"The rule now clearly is that the possessory lien of the improver of personal property is superior to the preexisting lien of a chattel mortgage."

Enforcement of Lien

A WAREHOUSEMAN'S lien is enforceable strictly in accordance with the law of the State where the goods are in storage. Generally, the warehouseman may advertise the goods for sale and sell them for accrued charges which the owner refuses to pay.

On the other hand, if a sale by a warehouseman of stored goods to enforce his lien for charges is not completed strictly in accordance with the statute, the sale is void and the purchaser acquires no property rights in the merchandise (139 Ill. App. 652; 33 App. D. C. 237).

Also, the warehouseman is liable for the loss caused both the owner of the goods and the purchaser.

Moreover, the warehouseman is liable for selling goods to enforce his lien without knowledge of the owner's address, if in any manner the warehouseman or his employees were negligent in not obtaining it. (125 Col. 596.)

Authenticity of News Depends on Cooperation Extended by Storage Executives to Correspondents

EVERY industry's business journals try conscientiously to give their many readers throughout the country accurate information regarding trade subjects, market prices, trends of the trade, etc., in order to help the executives of the industry to develop their business and in order to acquaint them with the progress being made within the industry itself.

Such information, consisting of "straight news," articles, reviews, departments, pictures, etc., are in large measure supplied by correspondents located in the busier sections. It is the duty of these correspondents to report conditions as they find them.

And what a thankless task is the correspondents' sometimes!

The correspondent must go forth, visit all sources of the trade, compile his information into a general as well as a specific report—procedure involving the wearing out of plenty of shoe leather as well as the securing of plenty of bodily exercise hiking from one point to another.

All accredited correspondents are sincere and try to present facts just as they find them, but they run into many difficulties which could easily be surmounted if the persons questioned would understand a little better the correspondent's situation.

In the first place a correspondent depends, for his information, on the men he interviews. In many cases the executives give out information that is false, perhaps because they do not want their competitors to know that business is poor. They many times give out glowing reports of business when business actually is poor. The correspondent reports what he hears and when it is published in the trade papers he gets "Hail Columbia" from many sources for writ-

ing what is said to be "a lot of bunk."

When he goes back to the interviewed man and asks him why he gave out false information the correspondent is apt to get the reply: "Well, you can't expect me to knock my own business. Further-

be remedied if everyone in the field will tell correspondents *facts*.

Frankness developed by one firm will soon be taken up by others, and the industry as a whole will be correctly represented in its business magazines. Tell conditions as they truly are and then nobody will be fooling the next fellow.

The trade paper correspondent also runs across the type of executive who refuses to give him any information whatever, saying "What will I benefit by it?" When the correspondent tells him that executives in other parts of the country will benefit by it and that he in turn will benefit by their experiences, he many times laughs and says that they should watch out for themselves.

This is an unfortunate state of mind. There should not be such rivalry and jealousy among men in a given industry. They should not fear one another.

Cooperation between executives and correspondents will result in accurate information being broadcast to the entire trade. It will result in more good ideas being passed on to others within the industry—instead of falsities which may do a great deal of harm both to the industry and to the business journal itself.

With the increasing business in this country and the growth of reliable business journals, the correspondent's problems become commensurately more important each day. The correspondent and his employer, the trade paper editor, must obtain and present accurate information if the industry is to benefit.

There are many executives in every field who can be depended on to supply such accurate information. Cooperation of this kind could be made 100 per cent if the others would give intelligent thought to the possible results of the publication of false information.

The 1928 Directory —Consult It!

The January issue of *Distribution and Warehousing* was not a monthly number alone.

It was—and is—a year-round reference volume, because—

It lists the reputable warehouses of the United States and Canada and gives information as to the facilities and services of those firms.

It is a book invaluable to distributors and warehousemen who have shipments to send.

Consult the 1928 Directory when making shipments!

more you ought to be familiar with the trade and you should know how business is without asking me."

True, in one sense. The correspondent should know, generally speaking, how business is; but if one executive after another keeps telling him that business is good, naturally he is going to write an optimistic story of conditions.

If he published a pessimistic story he would get more abuse than he does by publishing a false optimistic story.

He writes what he is told.

This condition is one that can easily

WHAT'S WHAT IN NEW BUILDINGS

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Remer Fireproof Storage Co.

Chicago

THE four-story and basement fireproof warehouse here illustrated is being completed by the Remer Fireproof Storage Co., Chicago. The exterior is matt glazed terra cotta with brick, and considerable expense has been thought justified in decorating the front on account of its prominent location on one of the city's busy thoroughfares. The plant is located at 5822 North Western Avenue.

The Office

The warehouse office, which occupies space to about one-third of the frontage, is treated with marble counter and wainscot. Affording a view of the handsome vault door, and directly over the vault, is the manager's office, from which various windows overlook both the general office at the front and the loading platform in the rear. On account of the difference in level between the office floor in front and the loading platform, which is at tail gate level, the manager will be able to talk with the workers on the platform without leaving his mezzanine office.

The second floor has been arranged for a furniture store, with entrance through the general office, the thought being to sell new furniture only and to advertise it as such.

One feature is the rug vault, which, located on one of the upper floors, directly adjoins the freight elevator, and no entrance to this vault is afforded except from elevator platform through a vault door.

The master switch for elevator power control is located in a steel box, with lock, adjoining the office, thus making it difficult for intruders to remove any

goods from the warehouse by using the elevator and making it impossible for the rug vault to be reached without the elevator being used.

The steam heating plant is equipped with oil burner, and shower accommodations have been provided, off the loading platform, for employees.

The two stores on the first floor will bring the Remer company considerable revenue, and it is expected they will attract many persons who are potential customers.

The building was designed and construction is being supervised by Frederick Stanton, Chicago specialist in warehouse architecture and industrial planning.

Hartford Exhibit

At a cost of more than \$1,000, the Hartford Dispatch & Warehouse Co., Hartford, Conn., staged a week's exhibit of its moving, packing, shipping, and storage service during Hartford's Home Progress Exhibition, March 24-31. (The exhibit is illustrated on page 16.) E. G. Mooney, the company's president, comments:

"Very close to 75,000 people visited the exposition, and the responses we

received were well worth the investment. This covered space at the exhibit, advertising in the local newspapers, as well as special circular advertising, and expense of attendance.

"We found a tremendous demand for our fumigation vault service. You will note by referring to the picture that we had our name in gold letters on the vault. Before placing the vault in the hall for exhibit we gave it a coat of bronze Duco and put in gold leaf a little descriptive matter on the doors as to what the vault is and what purposes it serves.

"Warehousemen certainly can procure a large number of inquiries and considerable business by displaying exhibits of this nature in their cities."



H. A. Haring's

New Business for Warehouses

THE truck operator faces the eternal question: "How about a return load?" Return milage, running empty, is sheer waste recognized at once by all, because it is so apparent. It is one of the "wastes of distribution" about which Mr. Hoover talks so much, and which, if reduced, will lower the losses of doing business. So far as losses can be brought down profits are bettered.

Yet it is not a problem peculiar to trucking. Others face it equally.

Fifty percent of the freight car mileage of the United States is "empty car mileage," which phrase merely means the hauling of empties over the railroad. The whole problem of ocean freight rates is one of "balanced cargo," which means that a return cargo is necessary in order that the vessel earn anything from the first leg of the trip; seldom is the freight revenue enough to offset the cost of both going and returning voyages. Even the Pullman company suffers from unequally balanced business, and the official report of that company for 1926,

The Return Load Seldom Reveals Itself

It is the nature of trucking that vehicles are purchased and the route established at the end where the business originates. A warehouse, for instance, feels the need to truck over a fifty-mile route north from the city. At once the route is surveyed; truck salesmen appear; a driver is employed. The route is inaugurated, and another truck is on the road.

Seldom, however, would such a warehouseman as our imaginary case attack his trucking need by going fifty miles north from the city and spending two or three days making inquiries about truckmen who could carry his merchandise as return loads to their home locality. To do so is not the nature of mankind. And, accordingly, it results that when need for trucking arises in any community, an entirely new venture follows, without much consideration being given to available facilities or the possibility of dovetailing the need into some existing "empty-haul" route.

Looking at the opposite angle of this situation it must become apparent that anyone at the end of the fifty-mile zone north of the city, who needs trucking, will do the same. He, too, will buy a truck and send it out on the road. Thenceforth the two loaded trucks will pass each other at noon; after dusk, the

same two drivers will whiz by each other with "the high sign of the road," both wholly oblivious to the economic waste of two empty vehicles just as, probably, in the morning, both would have remarked "the road's lined with heavy trucks."

One-half of each movement, and one-half of the total expense, is needless. Being unnecessary, it constitutes one of Mr. Hoover's "wastes of distribution."

During three or four years since trucking became interesting to me I presume I have talked with two hundred truck operators, covering pretty generally the whole country. I do not recall one who enjoys return loads who "had the business thrown at him." The outstanding successes have come from aggressive measures to discover business for the return. We are not, at this time, considering such cooperative movements as that of the furniture men who have an organization for interchange, but we are discussing trucking routes that cover fairly regular runs for the transportation of merchandise.

One of the cooperative marketing organizations, as one example, handling tomatoes, fell into trouble. Investigation revealed that the cost of handling the tomatoes was too much—so much that the grower received little for his crop. In the report, at the final "grief" meeting, much was said about the exor-

in accounting for the poor showing, laid its cause to the unusually heavy empty-car mileage of the Florida region. Trolley cars suffer likewise: their "rush hours" morning and evening requiring every facility in one direction while the lack of passengers for the opposite direction means an empty haul. Commutation trains on the railroads find a similar condition: everything "into" the city at morn and everything hurrying "out" at 5 o'clock.

Thus it seems to be with all transportation. Each type staggers under the load of straining facilities in order to carry the traffic in one direction while finding little but "empties" to be hauled in the other direction.

Trucks, then, in seeking a return load, stand afafe of an old problem. The words are different, as is the motive power, but the problem is the familiar one of balancing traffic in order to conserve profits. A fair rate in the one direction may be transformed into a fine profit whenever a return load is available that will, in whole or in part, reimburse the truckman for the expense of bringing truck and driver home.

bitant cost of trucking from the farms to the railroad. Four trucks had been owned, and it was announced that trucking had cost so much a crate. During the meeting one man who had been a truck driver arose to say that if the association would covenant to give him all their business, as the four trucks had done it in the past, he would agree to carry their tomatoes for one-half the figures named by the accountants as their experienced cost. He made, however, a reservation that he was to be allowed a free hand so long as he got their tomatoes to town on schedule.

"I've been watching the trucks going the other way," spoke he, "for two years. They go out loaded and come in light; we do the opposite. Either they ought to haul your tomatoes or we ought to haul their stuff. If you let me tackle it, I'll eat them or let them eat me. The cost of hauling tomatoes will come down; so'll it for their stuff."

A brief investigation showed that the trucks were largely those of wholesalers—hardware and grocery and building supplies—carrying goods to the rural stores in the tomato district. To the driver of a tomato truck the needless duplication had meant nothing so long as he was drawing pay, but the moment his job was in jeopardy the uselessness of it all took on a real meaning.

The growers' cooperative was reorganized; the young driver made good his promise for cutting trucking costs in half. The jobbers (and other dealers) have found other uses for their trucks, being quite satisfied to do so because their deliveries now cost less than formerly.

In another State, a successful truckman remarked:

"Brains bring me more business than accident. The orders that come over the phone from unknown sources would never keep me from the poorhouse. The business that makes us grow we have to go after."

This man operates a fleet of forty trucks, radiating from one of the foremost cities. He trucks for an important warehouse, for two railroads, for distributors without number.

"The first thing we do when we get an order to make a trip out from the city," declares he, "is to scurry for a load back. It's only natural that more stuff is trucked out of a city like this than comes into it by truck. A big city is a distributing point for small lots. But that doesn't mean that nothing is trucked in.

"One big thing we always are looking for is garden stuff. I know the season for everything that's raised within a hundred miles. We try to hook up these first. That stuff must be moved fast, but it gives a paying load. Then, there're a lot of factories outside that have goods for the city. With us, it's mostly chair factories and other furniture. We have them all listed and we telephone around until somewhere we locate a load for the truck, and every driver of ours knows he's to call up before starting back empty. If he isn't given reload orders before starting the trip he knows we're trying."

In the building up of its fine return loads business this concern does as much soliciting throughout the outlying towns as it does in the city for initial loads. Close touch is kept with everyone, within a hundred miles, who has trucking to be done, and the effort is to have close enough acquaintance that telephone calls are personal in every sense of the word.

How to Get Suggestions

MENTION has been made of the truck driver who had watched the trucks going the other way. Possibly no better suggestion can be given for learning what trucking business is available than this crude, yet effective, manner. One truckman who makes serious effort for return loads tells of sending a man to the edge of town on principal highways with instructions to stop trucks, for a day at a time, and inquire as to: commodity carried into the city, number of trips per week, point of origin, etc. This method is a bit high-handed and would require tact, when one remembers the red-blooded type of men who handle trucks.

Another way to about the same result would be to make diligent inquiry among filling station employees along outlying roads. These men, from the idle gossip of their trade, often prove sources of un-

DEVELOPING NEW BUSINESS

expected information, which may require sifting to get at the naked truth but which contains manifold suggestions.

There is, too, a certain camaraderie among drivers. This may be converted into a suggestion by giving to your own drivers the viewpoint you have and leaving it to them to collect the information. This, too, will need to be verified, although it will contain the kernel of what is wanted.

Surrounding every city is an agricultural belt. In the marketing of today, fruits and vegetables come to the city on motor trucks. During the weeks when any particular crop is moving, the demand for vehicles is heavy. Every sort of motor is pressed into service, as may be observed by the number of roadside breakdowns from overloading.

The movement of produce should not be overlooked by the commercial truckman. True, the goods may be more or less messy and not give the fine, square-shaped loading of manufacturer's cartons, but the return load is there and maximum loading is available. Speaking in a general way, garden truck and fruit are omitted from the reckoning too often—with resultant loss of a bit of trucking business that lies right at the city's gate. The rotation of fruits and crops, moreover, is such in most localities that return loads of this sort will be found for eight or nine months of the year in northern cities and for the full twelve in southern.

Firewood

Another item seldom thought of is firewood. Even in those cities where coal (or gas) is the accepted fuel, many homes buy several cords of wood each year for the cheeriness of an open wood fire. Architects make provision for at least one wood fireplace in all the better homes. Firewood for this purpose is abundant in the rural sections but most difficult to obtain in the city. Even dealers do not trouble to lay in a stock of "wood." Yet the demand for firewood exists rather generally over the entire United States, and the quantity used (or that would be used if more easily to be had) constitutes an item of trucking into the city that should be investigated by the truckman.

A final suggestion involves the most work but yields the best results. It is to make a systematic canvass of the routes over which loads travel outward from the city—taking nothing for granted but painstakingly going over the ground to learn what things are shipped into the city and what things would be if trucking costs were not too high.

It is hard to generalize. One truckman operates four and five trucks out of Detroit into eastern Ohio every week. For a long time they returned to Detroit empty, but the truckman, by persistence, found a maker of special steel forty miles from the Ohio destination who was shipping five carloads a month into Detroit. It became a simple matter for the trucks to cover this forty miles, and, in the course of a week, transport a carload of the steel to the automobile city. Thus

was obtained a return load over a route that is slightly triangular but which involved empty mileage of only forty miles instead of 200 miles.

A fleet of eight trucks hauling cauliflower into New York City from up-State points experimented with all sorts of merchandise in the search for a return load. Finally they found a profitable revenue by carrying up-State new automobiles from a New Jersey assembly plant, this method of delivery being cheaper and preferable to the "drive-away" method. The specially large bodies needed for cauliflower fitted the requirements of fully-assembled pleasure cars.

Each city has its possibilities. Empty mileage over a regular trucking route is waste—waste of the sort that makes competition costly. Efficiency in truck operation can be achieved only by obtaining a fairly regular return load.

Plymetl Vaults Installed

Plymetl furniture fumigation vaults manufactured by the Haskelite Manufacturing Corp., Chicago, have been installed recently by the following warehouse companies:

Cameron Transfer & Storage Co., Minneapolis; Delcher Bros. Storage Co., Jacksonville, Fla.; Duluth Van & Storage Co., Duluth, Minn.; Edelen Transfer & Storage Co., Inc., Knoxville, Tenn.; Fidelity Storage & Warehouse Co., Orlando, Fla.; Finkbiner Transfer & Storage Co., Springfield, Mo.; Harris Transfer & Warehouse Co., Birmingham; Hartford Despatch & Warehouse Co., Inc., Hartford, Conn.; M. Rawlinson, Ltd., Toronto; Texas Fireproof Storage Co., Waco, Tex.; Wiley & Nicholls Co., Galveston.

"Forward Atlanta"

"A Report of the Two Forward Atlanta Years" is the title of a pamphlet recently issued by the Forward Atlanta Commission, which has been carrying on a national advertising campaign on behalf of the southern city, the advertising mediums including *Distribution and Warehousing*. It is stated in the pamphlet that during the two years Atlanta has attracted 309 new concerns, nearly three times the record of the previous two years, and that these companies have supplied 9158 new jobs and thereby increased the payrolls by \$14,919,350.

New Warehouse in Holyoke

Frank L. Greaney, long secretary and manager of the Holyoke Warehouse Co., Holyoke, Mass., has established a business of his own—the Paper City Warehouse Co., Inc., which has placed in operation a five-story bonded warehouse, sprinkler-equipped, on a Boston & Maine Railroad siding. The new firm is engaged in merchandise storage and distribution.

THE BUSINESS MAN'S BOOK SHELF

"Directing Sales"

"Directing Sales." By H. C. Bonney. 121 pp. \$3. The Ronald Press Co., New York.

as a manager of selling for corporations whose annual volume runs into tens of millions.

"The big problem facing the executive in charge of sales," he declares, "is any concern doing a national or semi-national business, is at bottom the same, whether the product to be marketed is needles or shaving soap, gasoline or prepared roofing."

"Sales organizations, on the other hand, still remain in the hit-or-miss stage of development. They have not been coordinated with the rest of the business. Their spirit and their policies have been formed largely from the viewpoint of the outside sales force. Sales executives have been chosen most frequently on account of their first-hand knowledge of the trade and their personal success in selling goods. They have not usually had the training or experience necessary to understand thoroughly all the elements of sales work, but have had only fleeting glimpses of the work as a whole."

He makes, too, this very interesting comment as to the recent increase in books and articles relating to selling:

"Methods and systems which have proved successful are read with interest. There is, however, one almost universal difficulty; sales systems which work successfully with one firm do not, for some reason, usually work as successfully with another, even though the two firms may be in the same industry and apparently operating in the same manner. In order to make any system operate successfully in sales work, not only must a thorough understanding of the system be acquired but there must also be *technique*. Technique is that intangible something in the minds of those who employ the system, which makes it work. In many organizations there is a wide gap between the minds of the executives and those in the organization who actually run the machine, and in such cases technique is likely to be lost. Technique is always more in evidence in systems which are being operated by the people who built them than in borrowed systems which are grafted on."

Truth, much sober truth, lies in the thoughts behind that paragraph.

The author believes firmly in studying business trends as protection against suffering from changing conditions, although in the past "scarcely any of these things were seriously considered." As a result of a thorough understanding of industrial and general tendencies, such concerns as the American Telephone & Telegraph Co., the United States Steel Corporation, the Standard Oil Co., the United Hotels, the Woolworth Company—to name a few—have taken a large percentage of error out of their businesses, because they have learned to watch fundamentals and because they operate from facts and not from "hunches." When changes come, these firms are not several laps behind their competitors, but are far ahead.

Of mailing lists he says "there is nothing in sales work, taking the field as a whole, that is probably handled in a more erratic manner." As to adjustment of claims, he writes "department stores, mail-order houses, etc., which sell comparatively small amounts, largely of unbreakable goods, to one customer, may be able to work on the theory that the customer is always right. Such a policy applied to other types of business would be ruinous; firms handling perishable goods or materials which are employed in connection with other products, or in connection with the use of labor, often have presented to them a difficult problem in the adjustment of claims."

In addition to treating in detail these, and similar, prob-

lems, the author stresses the difficulty of effective selling far from home and recognizes that the cost of such selling increases with the distance. He discusses methods of so directing the work of a man a thousand miles from the office that he will not fall into grooves and thus lose effectiveness.

The author is at his best when he talks of training and controlling salesmen in the field. He sees danger in the tendency to centralize the sales control in one point, which, in his judgment, "has often meant substituting second or third grade men at various outlying points for the first rate men who are retained at headquarters." His discussion of this question is suggestive for every sales manager.

Mr. Bonney also believes that without active use of mailing pieces and letters to supplement the work of the field force half of the salesman's work is wasted.

The book, unfortunately, tends to be vague—in which respect it is like too many books about salesmanship. There is a growing demand for more scientific sales organization, but, somehow, hit-or-miss methods still appear to prevail.

"The Claim Agent and His Work"

"The Claim Agent and His Work." By Smith R. Brittingham. 463 pp. \$6. The Ronald Press Co., New York.

THE author of this book is head of the claim department of the Seaboard Air Line Railway. He writes on

the basis of some twenty years of experience and has produced a remarkably readable business volume. He handles the subject of claims for personal injuries along two main channels: first, the investigation of facts covering accidents; second, the adjustment of claims or suits arising from those accidents. He has, in the writing, managed to state the law in non-technical terms, so that any may understand; at the same time he has presented interestingly all those elusive, intangible factors that make personal injury cases so difficult to adjust.

The author discusses claims from the angle of railroads, as might be expected from his training. Yet the principles have a much broader application—as broad, in fact, as all business. The "principles of negligence law do not fluctuate with changes in the actors," he declares. As a consequence anyone who must adjust a claim should find assistance in these pages. It should prove of value, quite generally, to managers of manufacturing and industrial concerns.

The book is, unhesitatingly, recommended for the reference shelf of a warehouse. For anyone who operates trucks, particularly if those trucks cross State lines and thus enter interstate commerce, possession of this volume will save many times its cost with the first claim that arises for injuries—whether to employee or to outsider.

The various employers' liability Acts, the workmen's compensation laws, the many pension systems, the Interstate Commerce Act and its modifications, "have become facts overnight and further special legislation is still in process." This means that many claims against an employer, not formerly payable, have become active liabilities. The tendency in law making and in the Court decisions is to recognize the employee as a partner in the business and to give him protection, and his family insurance, against loss when disability arises.

If cases come to suit, the jury system enters. This works "injustices and delays to litigants and creates a prodigal economic waste that necessarily follows in the wake of trials, retrials and appeals." Thus it daily becomes apparent that only through prompt investigation and settlement of claims as such, rather than as suits, can the ill consequences of the jury system be avoided. The employer may, in the early stages of such cases, detect those which should be paid without the necessity of Court procedure.

The law of this country lays on the employer the duty of "care and pre-knowledge." As a result, "the retention of an incompetent employee, after the employer has reasonable notice of such incompetence, will constitute negligence on the part of the employer."

The author illustrates this from an ancient law, laid down in words from the Book of Exodus, in this language:

"If an ox gore a man or a woman, that they die; then the ox shall be surely stoned, and his flesh shall not be eaten; but the owner of the ox shall be quit.

"But if the ox were wont to push with his horns in time past, and it hath been testified to his owner, and he hath not kept him in, but that it hath killed a man or a woman; the ox shall be stoned, and his owner shall also be put to death."

This principle has found its way into all our laws. The owner's responsibility is made to vary with his knowledge of dangerous propensities. Therefore anyone who owns or employs or controls an "unsafe instrumentality" or "knows of the vice it possesses," will, at law, "be held responsible for the manifestations of that vice."

One of the most significant sections of the book is that relating to workmen's compensation. The attempt is not made to cover this entire question but only to deal with those phases which enter adjustment of claims under compensation laws.

The theory on which compensation rests is "that personal injury, incident to industrial production, should be borne by the industry." "There can be no doubt," believes this author, "that changes in the Acts and in the administration thereof will in time be wrought which will more effectively carry out the principle underlying them and therefore establish more perfect justice."

He also states that:

"The United States, with the exception of Brazil, was the last civilized nation to abolish human slavery. Likewise it was the last of the industrial nations of the earth to give consideration to workmen's compensation. Both delays were founded on the same things—politics and greed."

Again, he gives this explanation of the need for compensation:

"The American standard of living is high, due to a great complexity of causes. It is perfectly natural that the industrial worker, like all others, should endeavor to conform to that standard. In doing so, he lives up to his income, and the loss of time due to accidents frequently means a severe handicap from which he has difficulty in recovering. It is begging the question to urge that the worker should be more frugal. Notwithstanding the continued accumulation of wealth in America, frugality is un-American. It is hardly to be expected that Americans will be that. Faced with this fact and with the further fact that the movement to make industry safer is at best very slow in producing results, it is quite clear that some plan of universal compensation had to come. As a matter of fact we know that so-called safety-first accomplishments have their limitations, due to the fact, at last realized, that in a large percentage of industrial accidents the element of fault plays no part. It is unscientific to view from the standpoint of fault, or as torts, occurrences which week after week, month after month, year after year, are repeated in industrial operations, and are, so to speak, turned out as by-products thereof.

"A vast number of industrial accidents result solely from the fact that modern methods have de-humanized the workman. He has lost his character as a thinking unit."

Industry, for years, profited at the expense of the worker. This fact is indicated when we remember that in about 82 per cent of accidental injuries to employees no compensation was payable under the so-called "liability laws." This statement alone gives some idea of the far-reaching effect of the workmen's compensation laws. It means that, within the field of their operation, this 82 per cent of previously uncompensated cases have been largely corrected by the laws. More than this, it means that a new order of justice has been applied where it was most needed, namely: within the group of workers least prepared to withstand the hardship of illness or idleness from accident or other cause.

This book has great value also when accidents occur that injure others. Such chapters as those on compensation, the

"psychology" of claims, medical phases of claims, some problems of claims, the monetary value of human life—and others—will make a most absorbing evening's reading, when a claim threatens. The reading will, moreover, probably temper the employer's method of handling the claim either by showing him how and why to resist or by revealing the wisdom of quick settlement and the use of "psychology" with the claimant and his family.

It is useful, for example, to have at hand the approved method of calculating the value of a human life in view of the age of the person, his earnings, his family obligations, etc. The same facts apply in adjustment of disability. It may be worth a considerable sum to know the "principles of investigations," or the method of getting rid of an "ambulance-chasing" lawyer who may have the claimant in his clutches, or the proper conduct of a settlement when the injured carries insurance. This book is, in brief, a good one to have at hand for an emergency in business.

"Purchasing"

"Purchasing." By W. N. Mitchell. 385 pp. \$4.50. The Ronald Press Co., New York.

THE title of this book, written by a faculty member of the University of Chicago,

brings to mind how numerous are the problems of business. It treats a subject which, as we all know, means savings if purchases are properly made or which means waste if carelessly done.

Every business man—possibly we should say *nearly* every business man—considers himself able to buy wisely. Any such conceit will be punctured by a reading of this volume, for the reason that its author gives so many suggestions of things to be avoided in making purchases. The book considers all the purchasing problems of a business either large or small. It shows the tie-up of purchasing methods to general company policy, to departmental organizations, to routine needs and to special occasions, to records and reports, and to the company's financial condition.

Particularly helpful chapters are those which discuss "planning for normal requirements" and the "purchasing budget," either for a factory or for a merchandising concern. A careful discrimination is made between purchasing for "merchandising" and for "processing" or for the company's own "equipment and supplies." As a result, the importance of the purchasing department must vary in different kinds of business and its simple or elaborate organization must suit these varying requirements.

Possibly the most interesting section of the book is that which states that "price variations are not uncommon." The author says:

"To the inexperienced it might seem that securing as low a price as the state of the market permits ought not to be a difficult matter, that it would resolve itself into shopping around to secure quotations from all vendors capable of supplying the goods required. This would all be very simple, if vendors practised a single-price policy. In the retail market the one-price-to-all has come to be a generally accepted practice, but in the wholesale market in which the purchasing department ordinarily deals, this is far from being true. Often, in fact, the price first quoted is little more than a basis for bargaining. Purchasing managers and salesmen alike are aware of the fact that some organizations can buy identical goods on better terms than others, not because they buy in larger quantities or are willing to accept inferior service, but merely because they are better bargainers."

All purchasing aims to buy at the right price. Yet the permanence of buying connections must not be ruthlessly cast aside over a single price cut, nor is the lowest price necessarily the best, as anyone's experience proves. The many angles of purchasing, with view to the utmost value for money expended, are presented in this volume, the author of which had a background of purchase-department work before he became a university teacher. Business books tend to vagueness and theorizing; this one teems with helpful data and methods that will amply repay any executive who reads it.

FROM THE LEGAL VIEWPOINT

By Leo T. Parker

Liability in Case of Stored Partnership Property

IMPORTANT questions are: (1) Is a warehouseman liable where stored property belonging to a partnership firm is delivered to a member of the partnership after the warehouseman receives warning not to make the delivery? (2) Does liability exist where stored partnership property is delivered to one partner without presentation of the warehouse receipts?

Since these questions are thoroughly considered and explained by the higher Court in the recent case of *Bunnell v. Ware*, 217 N. W. 68, we shall review the details of this controversy.

The facts are that a partnership firm, Ward-McAulay Co., stored several concrete mixers in the warehouse of the Richards Storage Co. Ward, one of the partners, received negotiable warehouse receipts in the name of the partnership firm.

When the firm became involved in financial difficulty, Ward delivered the receipts to another partner named Bunnell so that the latter might use them as security to borrow money.

Immediately afterward, Bunnell sued Ward to prevent him from appropriating the partnership property. After this suit was filed, Ward called at the Richards Storage Co. and demanded delivery of the concrete mixers. The warehouseman asked for the warehouse receipts and Ward said he had lost them. After some argument the Richards company delivered the mixers to Ward, without presentation of the receipts.

Later Ward left the State, and Bunnell sued the Richards company, contending that it was liable for the value of the mixers delivered to Ward, who had not delivered the warehouse receipts to the warehouseman, since Ward previously had given them to Bunnell.

In order clearly to convey the details of this important litigation some dates are material and I shall state them.

The warehouse receipts were issued Oct. 8, 1924. On Jan. 5, 1925, Bunnell filed suit, asking the Court to declare him a partner to Ward. A temporary injunction was issued restraining Ward from selling, concealing, incumbering, or in any manner disposing of the personal property or assets belonging to the partnership. On April 6, 1925, this injunction was modified by dissolving the restraint. July 20, 1925, the warehouse company delivered the mixers to Ward upon the representation that the receipts were lost. Ward immediately disposed of the mixers and left the State. On Nov. 28, 1925, Bunnell filed suit

against the Richards Storage Co., charging wrongful delivery of the mixers to Ward and asking that the storage company be made to pay him one-half of the value of the mixers.

The lower Court rendered a verdict holding that the Ward-McAulay Co. was a valid partnership and that the Richards company was liable to Bunnell for \$1,474 and that the storage company had no right to deliver the concrete mixers to Ward without surrender of the warehouse receipts.

The warehouseman appealed to the higher Court on the contention that Bunnell had not negotiated the receipts and that a partnership is liable for all

that it involved rights connected with the mixers and should have withheld delivery. . . . The storage company made delivery to Ward, a member of the bailor partnership, and Ward, by virtue of his membership in and his agency for the firm and his power as a partner, converted the partnership property to his own use. This conversion by Ward bears no relation to the delivery by the storage company if the delivery was lawful. The warehouseman held the property for the holder of the receipts. Here the holder was the bailor, the Ward-McAulay Co. The mixers were placed in the warehouse by Ward for the firm, receipts were given Ward for the firm. . . . The Uniform Warehouse Receipts Act making it a crime for a warehouseman to deliver goods, in case of an outstanding and uncanceled receipt, without obtaining possession of the receipt, except the goods are sold to satisfy the warehouseman's lien or because of perishable or hazardous nature of Court order and indemnity bond to protect the warehouseman. It was not a crime for the warehouseman to deliver to the bailor, without surrender of the receipt, for the receipt had not been negotiated and was, in fact, held by the bailor. The relation between the storage company and the bailor was under contract of bailment, and if the bailor obtained the property there can be no liability to the partnership or any member thereof. A defense good against the firm is good against all the partners constituting the firm."

What Don't You Know?

MR. PARKER answers legal questions on warehousing, transfer and automotive affairs.

There is no charge for this service.

Write us your problems. Publication of inquiries and replies gives worth-while information to you and to your fellows in business!

acts of its partners done within the scope of the partnership business.

It is important to know that the higher Court reversed the lower Court and held the warehouseman *not* liable for delivery of the mixers to Ward, although the warehouseman delivered the property without presentation of the receipts. This Court explained the law in the following language:

"The important question is whether the storage company is liable. The concrete mixers stored in the warehouse were partnership property. The warehouse receipts named the firm as bailor, belonged to the partnership, and were not negotiated. It is true that plaintiff [Bunnell] had the receipts in his possession, but he only held them as a partner and for the partnership. Delivery of the mixers by the storage company to Ward, one of the partners, constituted a delivery to the partnership, and, the receipts not having been negotiated, such delivery freed the storage company from all liability to the partnership and to plaintiff [Bunnell], one of the partners, without surrender of the receipts, unless the storage company had notice of the trouble between the partners and

Warehouse Receipts Held Invalid

GENERALLY speaking, any person who is intrusted with a bill of lading or warehouse receipt is deemed to be the true owner of the goods represented thereby. Moreover it is generally believed that a holder, in good faith, of a negotiable warehouse receipt possesses an absolute title to the merchandise, providing the owner of the merchandise intrusted it with the person who issued the receipt.

However, an important distinction of the law on this subject is made in the recent case of *Gazzola v. Lacy Bros. & Kimball*, 299 S. W. 1039. The facts of this controversy are that the owner of merchandise shipped it to a warehouseman with instructions that he should store it and hold it without selling it until notified. The owner mailed the bills of lading to the warehouseman at the same time he sent the instructions.

The warehouseman secured possession of the goods by presentation of the bills of lading, put the merchandise in its

warehouse, and took out negotiable warehouse receipts in its own name.

Later, without knowledge of the owner, the warehouseman pledged the receipts with certain banks to secure indebtedness. Soon afterward the warehouseman became insolvent and the owner of the goods sued the banks to require them to deliver up the receipts and to refrain from negotiating them and to obtain other appropriate relief.

The banks contended that it was customary for warehouseman and factors to issue warehouse receipts in their own names under the circumstances of this transaction, and that, as the owner of the merchandise knew of this established custom before shipping the property to the factor warehouseman, he was not entitled to recover from the banks the warehouse receipts.

Also it was contended that, because the owner had sent the merchandise to the factor warehouseman for sale purposes, the warehouseman acted as agent for the owner, who was responsible.

However, it is interesting to observe that the Court held the warehouse receipts invalid, saying:

"The factors were not agents in possession of this merchandise for the purpose of sale at the time they warehoused it and took out negotiable warehouse receipts, nor at the time when they pledged said receipts. Under their agreement with Gazolla, owner of the goods, they could not be in possession for purposes of sale until they had received directions to sell. . . . To enable a factor to pass title to merchandise in violation of his trust, it must be merchandise that has been committed to him for the purpose of sale or to secure advances. He cannot so deal with merchandise committed to him for storage. . . . The factor was not intrusted by the owner with any negotiable document of title in this case. The owner never took out or authorized any negotiable documents of title, unless it was the bills of lading which were surrendered. The owner here intrusted the factor with merchandise only. The merchandise was placed with the factor for storage. The factor never received authority to sell and therefore, when the factor undertook to negotiate these warehouse receipts to the banks, this transaction did not carry title to the goods to the banks, because the person negotiating the receipts had not title to the goods nor any ability to convey title thereto to a purchaser in good faith for value."

Corporation Contract Valid to Purchase Warehouse Co. Stock

GENERALLY speaking, the officers of a corporation cannot bind the corporation on contracts not within the scope of the business for which it is incorporated. Moreover, a note is invalid where the firm or person to whom it is payable fails to fulfill the promises on which the maker relied when giving the note. And, of course, a bank or person who buys the note, knowing of the

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promises made by the receiver or payee, takes no better title than possessed by the payee.

For instance, in *Adams National Bank v. Adams Co.*, 298 S. W. 309, it was disclosed that the Adams company, incorporated for the purpose of buying and selling goods, wares, and merchandise of every description, by wholesale and retail, subscribed for \$500 worth of stock in a warehouse which was to be erected, and gave its note in payment for the stock to the proposed warehouse company, named Planter's Bonded Warehouse. In order to obtain money needed to build the warehouse, the organizers assigned the note to a bank.

Later the Adams company attempted to avoid liability for the amount of the note, on the grounds that, as the warehouse was not completed within the time promised when it signed the note, the bank knew the conditions under which it signed the note and, on the further grounds, that, as the Adams company was incorporated to transact a mercantile business, its officers acted outside their scope of authority in obligating the company to purchase stock in a warehouse.

However, the Court held the Adams company liable on the note, as insufficient evidence was introduced to prove that the organizers had promised to complete the warehouse within a specified time. Also, the Court held the acts of the officers of the Adams company, in signing the note, binding on the company, saying:

"It is obvious that appellee [Adams Co.] was not authorized to engage in a warehouse business, and, if the evidence in this case had disclosed that in subscribing for stock in the proposed warehouse corporation appellee [Adams Co.] thereby sought to enter and pursue the warehouse business, the act would have been beyond its corporate objects, and its obligation to appropriate its corporate funds in payment of the stock would have been void and unenforceable.

"But the evidence disclosed no such purpose. On the contrary, it was shown that it subscribed for the stock, not for the purpose of engaging in the warehouse business, but in order to aid other members of the public in securing the establishment of a much-coveted public warehouse in the town of Devine, for the benefit of the public generally, and of appellee and others doing business in the community. The establishment of the warehouse was looked upon as a greatly needed civic enterprise and improvement, and appellee, along with others in the community, subscribed for stock in the proposed corporation in order to secure that improvement, and not to engage in the warehouse business.

"It now seems to be settled that a corporation, chartered for a particular purpose, may properly subscribe for stock in civic enterprises of this character, regardless of the fact that such enterprise is foreign to the purpose of such corporation, and the latter's obligation to pay its subscription will be enforced as any other obligation."

Responsibility for Damage

LEgal Editor, *Distribution & Warehousing*: We have confronting us now a proposition where we move merchandise into warehouse in carload quantities, reshipping to customers in surrounding territories.

A shipment arrived at destination, concealed damages developed, and claim was presented to the railroad company, and they declined payment of claim on the basis that it is not the fault of the delivering line but the claim might be assessed to the handling and warehousing or the movement from factory to warehouse in carload quantity.—*McDougall Company*.

Answer: Your question presents complication, particularly in view of the fact that you have failed to explain the character of the concealed damages, together with details of, when and by whom the shipment was inspected.

Generally speaking, the shipper is required to prove to the satisfaction of the Court that the merchandise or shipment was in damaged condition when delivery was made. If the shipper proves this fact, the common carrier may avoid liability only by proving that the damage was occasioned by unforeseen circumstances, such as an act of God.

In a case of this nature, the railroad company ordinarily would be liable if proof is submitted to the effect that the goods were inspected and found in good condition when they were accepted by the common carrier and that another inspection was made when the merchandise was delivered disclosing the damages sustained in transit.

In other words, some evidence must be produced to prove that the common carrier actually caused the damage of which complaint is made. If you will explain in detail the kind of merchandise, character of the damage sustained, and other information, I shall endeavor to locate cases to the point for your own information.

Switching Freight Interstate

IN speaking of the powers of the Interstate Commerce Commission, in *Cole v. Northern Pac. Ry. Co.*, 252 Pac. 406, the higher Court said:

"The Interstate Commerce Commission has exclusive control over all interstate shipments, until they come to rest at the final point of delivery, whether switching movements or otherwise, and this is particularly true where it appears that the parties originally intended that cars should be spotted at a designated place, which would require their handling by a common carrier engaged in interstate commerce."

In this case the question presented the Court was: Which of the Interstate Commerce Commission or the Public Utilities Commission has jurisdiction over the movement of freight cars on switches leading from the main track to a warehouse?

In holding this movement legally interstate, the Court said:

"It must be conceded that the ship-

ment involved herein was an interstate shipment. The pivotal point is, did the shipment retain its interstate character until it came to rest on the track at the warehouse of respondents for unloading? If it did, the Public Utilities Commission was without jurisdiction, and the right to regulate said shipment rested exclusively with the Interstate Commerce Commission; while, upon the other hand, if the shipment, after it reached the terminal or depot, ceased to be an interstate shipment, and became intrastate, the Public Utilities Commission had authority to make the order. The general rule would seem to be that, where a shipment has actually started for its destination in another State, and has acquired the impress of interstate commerce, it retains its character as an interstate shipment until the completion of the service by the last movement, and this is generally held to include the switching of cars and delivery to the consignee at the terminal point."

A Strike Problem

THE question often has been in controversy as to whether a common carrier is liable in damages to shippers for failure promptly to deliver shipped goods, as a result of a strike of employees.

In the recent case of *Frawley v. Atchison, T. & S. F. R. Co.*, 299 S. W. 93, the higher Court considered this phase of the law; and in holding the carrier liable for delayed delivery of merchandise occasioned by a labor strike of the carrier's employees, the Court said:

"At common law, a common carrier receiving freight for transportation contracts to transport the same to destination safely, and becomes an insurer against loss or damage resulting from any cause other than the act of God, the public enemy, or the inherent vice or nature of the freight. So, too, the law implies a contract that the freight should be delivered at destination within a reasonable time, and this duty it is said is as obligatory as the duty to deliver safely. . . . In order to amount to an excuse for delay, the obstructions to the running of the trains should have been the work of persons other than the employees or servants of the road. A company will be responsible for damages resulting from a delay to transport freight in the usual time, when it is caused by its servants suddenly and wrongfully refusing to work. Because the employees refuse to work or perform their usual employment it will not release the company or the carrier from the responsibility of his contract. It may be his misfortune, but third persons are not to suffer thereby. His liability is all the same, whether he could get others to supply their places or not."

Also, in *Buschow v. Union Pacific*, 276 S. W. 409, where the same point of the law was involved, the Court quoted:

"The carrier is liable for the negligent or wrongful acts of its servants during the course of their employment, and therefore, if its employees go on a

strike, abandoning the performance of their duties, and causing delay in the transportation of goods in their charge or control, the carrier is liable, the delay being due to the employees' wrongful acts."

Bailment Defined

IN *Hope v. Costello*, 297 S. W. 100, the Court in effect defined the term "bailment" as follows:

"Bailment has been variously defined, but the composite of such definitions may be stated as follows: A delivery of goods on a condition, expressed or implied, that they shall be restored by bailee or bailor, or in accordance with his directions as soon as the purpose of the bailment is complete. Bailment is a form of contract, express or implied, excepting in case of constructive bailment, in which case it is not necessary that there be either an actual or constructive delivery. A constructive bailment arises where the person having possession of a chattel holds it under such circumstances that the law imposes upon him the obligation of delivering it to another. The rule is elemental that in order to constitute a valid transaction in bailment, there must be a delivery to the bailee, either actual or constructive. It has also been held that such a full delivery of the property must be made to the bailee as will entitle him to exclude for the period of the bailment the possession thereof even to the owner."

Signature Held Not Genuine

IN the case of *Tyng Warehouse Co. v. Pappas*, 260 Pac. 1082, the controversy involved a note held by the Tyng company said to have been signed by a Greek named Pappas. The latter denied that he had signed the note for services rendered and, therefore, refused to make payment for which the Tyng company sued.

After thoroughly considering all details of the controversy, the Court held the signature not genuine, saying:

"The testimony of defendant's (Pappas) expert witness on handwriting was based entirely on comparison of the signature on the note with genuine signatures on numerous checks. It certainly cannot be contended that such evidence was conclusive any more than it can be contended that the defendant's denial of the signature was conclusive. The trial Court saw the notes and checks, heard the expert testify, and heard him state the basis of his opinion."

Definition of Conversion

THE term "conversion" in warehouse law means any act by which a warehouseman appropriates, misappropriates, or in any manner refuses or fails to deliver, stored property upon rightful demand of its owner.

However, the law of conversion with respect to warehousemen who store goods, such as manufacturer's or dealer's stock, household furniture, and the like, is different from the law relating to warehousemen who store wheat, corn,

potatoes, and other like commodities.

Warehousemen in the first mentioned class always are liable for conversion where the rightful owner of stored goods is wrongfully refused delivery of the identical goods.

However, warehousemen of the second mentioned class generally are required to redeliver not the same goods stored, but goods of the same kind and quality.

Moreover, although a warehouseman in the latter class provides special bins and issues tickets or receipts identifying certain bins as containing the stored goods, he is not liable for conversion where the goods are removed from the bins.

For illustration, in *Stevens v. Wilson Creek Union Grain & Trading Co., Inc.*, 261 Pac. 399, it was shown that a warehouseman received from an owner a large quantity of wheat for storage. Tickets were issued for each load of wheat as received, giving the weights, etc., and each ticket indicated into what bin the wheat represented thereby had been delivered.

Without permission of the owner, the warehouseman removed the wheat from the bins specified on the receipts. The warehouse burned without fault on the part of the warehouseman or his employees, and the owner of the goods sued the warehouseman for damages, contending the latter had committed an act of conversion when he removed the wheat from the special bins without consent of the owner.

However, the Court held the warehouseman not liable, and said:

"The warehouseman selects the bin for the convenience and from the necessities of the business, and may meet the depositor's demand so long as he delivers the proper kind and grade from any bin in the warehouse which his convenience or necessity dictates. It follows that, before there can be a conversion, it must be made to appear that the warehouseman has put himself in a position where he cannot or will not comply with a lawful and proper demand for delivery. . . . We do not understand that there was or could have been any conversion in law prior to the demand. The mere emptying of the bin or of the warehouse, while important on the question of the destruction of respondent's wheat by fire, does not establish conversion without the added showing of demand and refusal. . . . Therefore, while there might have been conversion in fact, there could have been nothing which the law would regard as a conversion at the time of the fire."

The Chambers Transfer & Storage Co., Phoenix, Ariz., has absorbed the Central Distribution Warehouse Co. Another building, 120 by 100 feet and three stories high, has been taken over, under a long-time lease, for warehousing purposes, increasing the firm's storage space to approximately 400,000 square feet.

The gross volume of the Chambers company's business increased 40 per cent during the past year, according to the officers.

What an Audit of Your Insurance Policies May Reveal*

By CARLADERMAN

WE believe there are two important things to note in all your insurance policies—that is, what do they cover and what do they not cover; in other words, the exclusions. In writing any form of insurance the minds of the assured and the agent must meet. Decide what you want to cover, and then the agent should be able to draw the form. An agent should so analyze your risk that he may be able to recommend proper coverage. The assured should then keep such record as

will enable him to prove a loss, for without records your insurance is of little value and, as a matter of fact, is almost certain to be a trouble breeder.

The rate charged contemplates certain definite coverages; but, in view of the fact that companies have so often had their contracts construed against them, it was necessary that the forms be drawn definitely to exclude hazards that they could not afford to assume for the premium charged.

FIRE insurance policies cover direct loss or damage as a result of fire. Now let us see what they do not intend to cover:

For instance, explosions of any kind; war; riot; strike; civil commotion; invasion by any civil authority; neglect of the insured to use all reasonable means to preserve the property after a fire; collapse of a building, except as a result of fire. A building on leased property is not covered unless so indorsed in the policy.

A company has the right to subrogation which you cannot by contractual means waive on their behalf; as an example, when you sign a switchtrack agreement with a railroad the usual form provides that you hold the railroad harmless for fire or other property damage as a result of the operations over that track, either to your own property or to the property of others, as well as for personal injuries to the public. An agreement of this kind necessitates a waiver of subrogation indorsement on all your fire insurance policies, for which a charge is made under certain conditions.

A mortgage interest must be shown if one exists.

Simple explosion insurance policies can be written covering practically all kinds of explosions on buildings and/or contents, at very low rates. Explosions as a result of natural or artificial gas can be indorsed on your fire insurance policies at the rate of 5c. per \$100, and if you use natural gas a form should by all means be applied.

Strike, riot, and civil commotion policies are also available at very low prices, and, as most of your properties adjoin railroad trackage, this form is desired

WHY Carl Aderman, a prominent insurance man in Houston, was invited to address the recent annual convention of the Texas Warehouse & Transfermen's Association is explained by Neill H. Banister, Houston, the organization's field secretary, as follows:

"No concern can be considered a reliable or a respectable operator unless it satisfies either one of the two following conditions:

"1. It must be possessed of assets and resources sufficient to meet any claim or loss that may be finally adjudicated against it for liability, or

"2. Unless it is fully covered with reliable insurance touching all phases of its operations.

"It is my conviction that no operator should be eligible to membership in the Texas association unless one of these two conditions prevails."

by many, because, as you know, railroad strikes have occurred more or less frequently in the past and they subject your properties to more danger from these risks than properties otherwise situated.

Your present rates should be analyzed by competent authority to ascertain if reductions can be secured; and, if new buildings are contemplated, submit your plans and specifications to your agent so that he may make such recommendations to you as might be a means of saving hundreds of dollars in premiums for the years to come. Often changes sug-

gested can be made without any additional cost during construction, while they would be extensive to make after completion of the building; and at the same time, by following these recommendations, you surely reduce the hazards that might result in a destructive fire.

Most of you carry fire insurance on your furniture, fixtures, machinery and equipment. See that your forms are inclusive. If for an additional storage charge rate you assume liability for loss or damage by fire, the forms should read "assumed liability"; but if by your warehouse receipt you deny liability, then you need carry only what is termed as a denied legal liability form.

Sprinkler leakage legal liability insurance covers your liability for damage to property of others as a result of sprinkler leakage, and if you carry it be sure that you have substantial amounts, as the rate is very low.

In Gulf coast countries tornado insurance is largely carried. Be sure to watch your co-insurance clause and carry at least 50 per cent to sound value or else you participate in your partial losses to the extent of the deficiency, and see that the "bridging the gap" form is attached.

If you have power or heating boilers by all means carry boiler insurance, which covers not only damage to your own property but to the property of others as well and includes personal injury liability. Even a small boiler explosion can do considerable damage. It is important that you carry adequate limits. In addition to the protection the policy affords, you have the advantage of a quarterly inspection service by the boiler experts, who can advise you of any defects and thus prevent a loss.

As to personal injury liability insurance, on account of the tendency toward large damage suit verdicts we recommend proper forms and substantial

*Address at annual convention of Texas Warehouse & Transfermen's Association. Paper condensed.

amounts, as the increased limits cost little more than the basis rate. Liability suits are becoming more frequent in this section of the country and verdicts are being returned almost daily in large amounts.

The same company that carries your automobile liability and workmen's compensation insurance should carry the general liability, because there is often a question as to which policy the claim should come under, the dividing line of where one stops and the other begins being in many cases indefinite, and if these forms are divided among several different companies it might not be entirely to your advantage. Be sure that your forms cover all your operations, not only around your premises but elsewhere, as you are often called upon to furnish men to move commodities—as an example, from one floor to another in buildings around town—and as a result of such operations a member of the public can be injured and bring suit against you, and unless you have proper coverage you would not be protected. Again we stress the importance of adequate limits.

If you operate elevators have them covered in the same company that carries your general liability, for the reasons already stated. While some of your elevators may be designed to carry only freight, it is difficult under some conditions to exclude the public from them; therefore it is better to play safe. Carry insurance with proper limits. We paid \$22,500 in settlement of a claim on an elevator accident in Houston.

As to switchtrack liability insurance, your agreement with a railroad company for operation of a switchtrack imposes a definite liability on you, not only for property damage but for personal injury liability, and your interests can be protected with a policy and should be placed with the same company carrying your general liability insurance.

Motor Car Fire and Theft

Usually workmen's compensation insurance is a standard form with which you are familiar. Forms and rates are prescribed. Your secretary is investigating a plan by which you may be able to save considerable money and by which you can directly profit in accordance with the experience that your risk develops.

As to automobile fire and theft insurance, usually theft insurance is not recommended on your trucks, as they are all branded with your name and would be difficult to dispose of. Collision insurance on your trucks is not generally recommended, as in our experience you can afford to carry this risk over a period of years cheaper than insurance company can do it for you. Some fire and theft policies we have seen exclude explosives; this is not necessary in the operation of your car, and under the wording of this clause a claim might be invalidated if a box of shot-gun shells were on the truck at the time of the fire. The intoxicating clause is dangerous and not generally used. Customers' goods

can be covered with appropriate merchandise floater forms, and they must be written to fit the individual risks.

Regarding automobile property damage and liability insurance, the standard property damage limit is \$1,000 and is usually sufficient. See that the loading and unloading hazard under this clause is included. Your automobile liability policy should be the subject of most careful consideration. Substantial limits are earnestly recommended at a small additional cost, and in this age \$20,000 to \$40,000 should be considered a minimum. A local case received a \$38,000 verdict and was settled before appeal for \$25,000. How far would your limits go in such a case? Are you prepared to pay the excess? Your trucks at any time can be involved in an accident injuring four or five persons, and we cannot stress this point too strongly.

Indemnity Contracts

Have you a direct payment contract, or an indemnity contract? Under indemnity contracts the insurance clause usually reads "to indemnify the assured for any loss by reason of liability," etc. And that means just what it says. In this form of policy you will find a clause in fine print—"No action shall lie against the company to recover for any loss under this contract, unless it be brought by the assured for money actually paid by him in legal tender of the United States in satisfaction of a final judgment after actual trial of the issue." There can be no mistake about what that means, and unless you are prepared to draw on your company funds for a substantial amount at any time to pay "in legal tender for satisfaction of judgment," how can the company indemnify you? A direct payment contract costs no more, and the company agrees "to pay any loss by reason of liability," etc., and, granting that some reputable companies may not stand on their indemnity clause, still that is the contract that you are buying, and you have no right to expect them to do otherwise than what their contract calls for.

Make sure that you have a standard omnibus clause in your policy; otherwise your personal liability would not be covered if you were operating one of the company cars and became involved in an accident. Again we caution you to see that the loading and unloading hazard is covered, in both the property damage and liability clauses of your policies. Under the liability and property damage clauses be careful also to note whether the intoxicating liquor and explosive clauses previously mentioned are in the exclusions.

All standard policies exclude towing and also trailers, except where they are described and a premium is charged for them. We have found a number of cases where the assured was using trailers and had absolutely no protection on the trailers nor the automobile towing them, because trailers were not included in the forms. Have this point looked into, without delay.

As to contingent liability insurance,

in the event that any of your employees who own their own cars use them in connection with your business operations be sure that they carry liability and property damage insurance in sufficient limits, and that their policies have the omnibus clause attached; or if this is not practical, cover that risk with a contingent liability policy, and the same applies to any trucks that you may hire from an outside source, other than those that you own yourself. We want particularly to stress the contingent liability hazard, as Court decisions have proved that liability does not depend on the ownership of the car. Employees or others driving their own cars in connection with your operations, either running errands or rendering some service, can involve you in expensive law suits, and there are many verdicts on record of final judgment against the employer. You will discover that modern damage lawyers are shaping their claims to include everybody involved, so that they will be sure to get judgment against some one who can pay.

Plate glass insurance can now be written on a 50/50 basis, and this is a desirable method.

As to forgery insurance, your bank account is the hub around which your business revolves, and it is in constant jeopardy of attack by an ever-increasing gang of forgers and clever check artists whose operations have caused the business men of America millions of dollars in losses. You should by all means carry a standard forgery bond which covers both sides of your check. The premium is small; as an example, a \$10,000 bond for three years costs only \$127.50 (with credit allowed for the use of check writing machines and safety paper) and protects your checks against all forgery and alterations for about 2 cents per day.

Bonding

Regarding fidelity bonds, the most distinctive and important service you obtain by bonding all responsible employees is to increase business efficiency. The surety company investigation, and the moral effect, are worth the price. It is no reflection on the honesty of any of your employees to require fidelity bonds, but rather an evidence that they hold important positions. Modern business practice has made this form of insurance universal. Every bank and public official must be bonded according to law. You should have fidelity bonds on every employee worthy of the name. Some bonds are restrictive and cover only larceny and embezzlement. Be sure to get the broadest form available.

Interior and messenger robbery forms are standard and in this period of hijacking both inside and outside robbery hazards should be covered.

The premium for safe burglary is based on the classification of the safe, and covers money and securities, as well as damage to the safe and the premises, as a result of a burglary or attempt therat. Forceable entry is necessary, so be sure that the safe is locked every

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nigh. Keep records so that you can prove loss.

There are many forms of insurance that we have not tried to touch upon. Individual risks have peculiar ramifications and must be analyzed carefully, and proper coverage recommended.

We recommend most strongly that you have all your policies audited by a competent agent. He will review the policy forms and make such suggestions as are in order. We frequently advise assureds not to carry some form he now has, and save him considerable money. We cannot impress upon you too strongly the value of an insurance audit.

We also recommend that you concentrate your insurance, as far as possible, with one responsible agency and in that way you make your account worth while to them, and leave it with them until they fail to give your account the proper attention. You must realize that an agent who handles your entire account has your best interests at heart, so give him the time that it takes to go over your risk properly. Many assureds talk to us "on the run," so to speak, and we cannot serve them properly without cooperation.

In conclusion, above all else, do not buy insurance on a question of price alone. Certainly you know that you get what you pay for and no more, and surely you need the best. The best is always cheapest in the long run.

New Toledo Cold Storage

The cold storage section of the Great Lakes Terminal Warehouse Company, of Toledo, Ohio, has been made available to the public, and virtually the entire building is now in operation. The dry storage department was opened for business on Jan. 1, with the cold storage section still under construction.

The warehouse cost approximately \$5,000,000 and has a capacity of 6,500,000 cubic feet. Located at Morris and Williams Streets, in the heart of the city, it is readily accessible from all of the fifteen railroad lines entering Toledo and is handy also to the Maumee River freight docks.

Improved design gives the new cold storage section such features as automatic remote control temperature regulation for each of the twenty-six cooler rooms. Dead air pockets are eliminated by bunker system and forced air circulation, including ozone machines for purifying.

Babbit, Inc., Places Accounts

The Manning Warehouse & Transfer Co., Portland, Ore., has been selected by B. T. Babbit, Inc., New York manufacturers of cleansing products, as the Babbit distributing point for Oregon, Idaho and southern Washington.

In Spokane, Wash., a firm of specialty brokers has been selected.

The annual Warehouse Directory
is the recognized reference book of
the industrial sales and traffic
manager.

Is This the Earliest Warehouse in the United States?

By S. F. HOLLAND



The Triangular Warehouse, believed to have been built by London merchants in 1700. It stood near Merchants Row and North Market Street, opposite Faneuil Hall, Boston, and was torn down in 1824

WHERE was the first public warehouse in the United States located? This question has often been raised. Many places have claimed this distinction and honor but probably the problem has never been settled.

Bible history informs us that Noah, builder of the Ark, was the first public warehouseman. His storage for forty days and forty nights during the deluge, of representatives of all bird and animal life than roaming the world gives him this title without dispute. Much has been written in ancient history about the granaries and trade marts of the old world and it is probably from this source that we have the warehouse of today.

The birth of the warehouse industry in the United States is no easy job for the historian. It is a well known fact that the first tobacco used grew in the Virginia fields; and between European sailings, which were not frequent, the leaf was stored and cured by the planters and later was shipped for the solace and enjoyment of the London dandies and for the royalty of the court of King Charles III. This took place following the establishment of the British colony in the Old Dominion State.

It is also known that codfish was stored and salted for use during the long severe winters by the Puritans of the Plymouth Colony in Massachusetts. Then there were the Indian trading posts, usually located near springs, where the Puritans and the Colonists

bartered with the Red Men for pelts and skins of wild animals. These were also stored for winter use and were used in exchange as money is today.

Then came the New England shipping era, when ships from Salem, Boston and other eastern ports traversed all parts of the globe in quest of trade. These Salem and Boston merchants did most of their business with the far-off East Indies and in time came to be rich and owners of large fleets of vessels. On their wharves or adjacent to them were built warehouses, both large and small, for the storage of their exports and imports.

Here really was the beginning and the first commercializing of the warehouse industry in the United States.

The birth and origins of public and semi-public industries are today being recognized all over the country. In Milton, Mass., a tablet has been erected recently commemorating the first railroad built in the United States. In Charlestown, Mass., a tablet has been placed on the home of Samuel F. B. Morse, who invented the telegraph. On Sudbury Street, Boston proper, one reads on a tablet that the first successful test of the telephone was made in the building on that spot.

Why not recognize the birth or beginnings of the warehouse industry in the United States?

Apropos of one of the warehouses
(Concluded on page 64)

BOOKS AND PAMPHLETS OF INTEREST TO THE INDUSTRY

These Can Be Supplied, at the Prices Indicated, by

DISTRIBUTION AND WAREHOUSING

249 West 39th Street, New York City

Distribution and Warehousing's Warehouse Map of New York City

Price \$2.00

This map, in colors, and produced for us by Rand, McNally & Co., sets down the geographical location of every public warehouse company—merchandise, household goods and cold storage—listed in the New York City sections of our 1928 Warehouse Directory (January) issue. Each company is designated by a number, and the companies' names and their corresponding numbers are shown.

On regular map paper, with metal edges top and bottom. Size, 23 by 33 inches. . . . For the shipper of commodities and household goods into the New York territory this map will be found invaluable.

Corporations Doing Business in Other States	5.00	Traffic Management	3.70
State Regulations and Requirements		A comprehensive treatment of traffic management.	
By H. A. Haring		By G. Lloyd Wilson, Ph.D.	
The Distribution Age	3.20	United States Warehouse Act	0.05
A Study of the Economy of Modern Distribution.		Regulations, as prescribed by Department of Agriculture, for warehousemen storing canned foods.	
By Ralph Borsodi			
The Distribution Census of Baltimore	0.25	Warehouse Directory (subscription to <i>Distribution and Warehousing</i> included)	3.00
The Government's first census of any city's wholesale and retail trade.		The industry's annual reference volume, containing statistics and data regarding warehouse companies throughout the United States and Canada.	
Household Goods Warehousing in the United States	6.00	The 1928 edition appeared as part of the January issue of <i>Distribution and Warehousing</i> . Extra single copies, each	1.00
Selection of site, building design and construction, accounting, stowing, insect control, estimating, cartage, packing, rates, insurance, etc.			
By Clarence A. Aspinwall			
"I'll Never Move Again"	2.20	Warehouse Forms	0.10
Humorous experiences of a man who has moved fifty-two times.		Simplified Practice Recommendations No. 34 of the U. S. Department of Commerce. Describing and illustrating the standard warehouse documents approved by the Government.	
By Fitzhugh Green			
The Merchandise Warehouse in Distribution	0.10	Warehousing	10.00
A Department of Commerce publication.		Trade customs and practices; financial and legal aspects.	
The Railroad Freight Service	5.20	By H. A. Haring	
Practical information for traffic executives.			
By Grover G. Huebner and Emory R. Johnson			
Standard Contract Terms and Conditions	0.05	Warehousing General Merchandise—An Encyclopedia	
A Department of Commerce publication.		Prepared by the American Warehousemen's Association.	
		Regular Edition to A.W.A. members: Vol. I, \$10; Vol. II, \$5. Both	12.50
		Regular Edition to non-members: Vol. I, \$15; Vol. II, \$7.50. Both	20.00
		De Luxe Edition (limp leather binding, India paper) to A.W.A. members: Vol. I, \$15; Vol. II, \$7.50. Both	20.00
		De Luxe Edition to non-members: Vol. I, \$20; Vol. II, \$10. Both	25.00

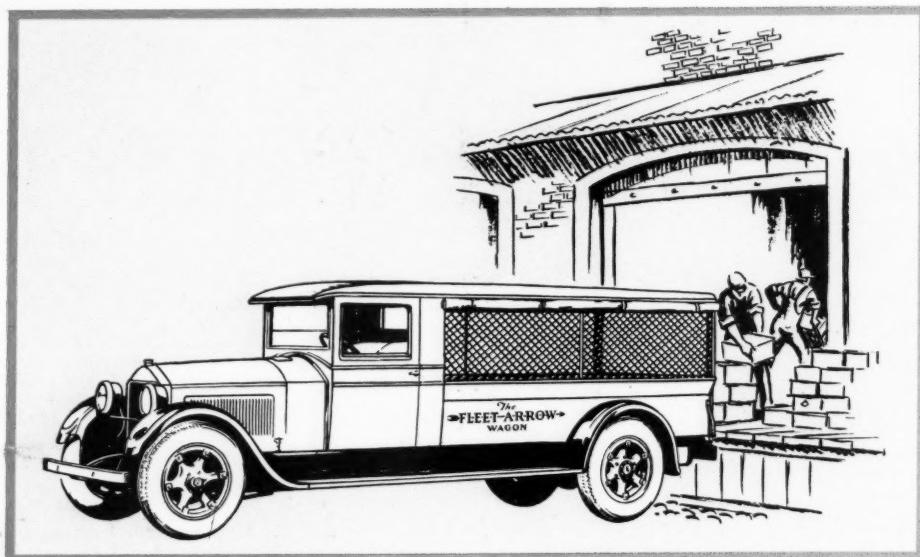
Please Send Payment With All Orders

A Sensation

*Out-performing Anything
in the 1 to 2 Ton Field*

See it Today ↗

THE NEW FLEET



Here is what the Fleet-Arrow Wagon, by *Pierce-Arrow*, undertakes to do—*and does*:

Saves Time: Combines great speed with maximum safety. Easily covers more territory. Saves time and reduces delivery costs.

Saves Expense: Built by Pierce-Arrow. That means minimum expense of upkeep. Freedom from repair-costs and lay-up losses. Moderate gasoline consumption.

Saves Replacement: Pierce-Arrow material and Pierce-Arrow workmanship spell long life. Many Pierce-Arrow trucks are still making money after 10 and 12 years' hard service.

Drives Like a Passenger Car: Looks like a thoroughbred. Pays from the start. *And keeps on paying!*

COMMERCIAL CAR DIVISION
THE PIERCE-ARROW MOTOR CAR COMPANY
Buffalo, N. Y.

ARROW WAGON

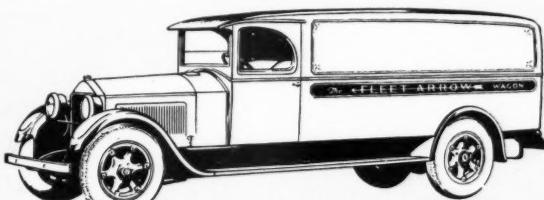
\$2450

for 140-inch wheelbase
\$2500 for 160-inch wheelbase
\$2550 for 180-inch wheelbase
for chassis only, at Buffalo

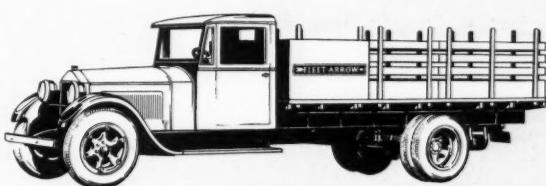
Dual Rear Tires Extra

Outstanding Features

A Pierce-Arrow 6-cylinder engine . . . More than 70 horsepower . . . 7-bearing crankshaft . . . Unusual gasoline economy . . . Safety 4-wheel mechanical brakes . . . 1500-4000 pounds pay load . . . Short turning radius . . . High carbon steel frame . . . Tubular radius rods . . . 140" - 160" - 180" wheelbases . . . Dual rear tires, optional



For delivery service de luxe, or for hard highway expressage, the Fleet-Arrow chassis finds equal favor.



Rugged construction insures the economy of longer life to the bodies mounted on the Fleet-Arrow chassis.

**Clip the Coupon
for further details, or phone
your Pierce-Arrow dealer
for demonstration!**

PIERCE-ARROW MOTOR CAR COMPANY
1697 Elmwood Avenue, Buffalo, New York

You may send me details of the new Fleet-Arrow Wagon.
I am interested in reducing delivery costs.

Name _____

Street _____

City _____

S P E C I F I C A T I O N S

GENERAL DIMENSIONS

	140"	160"	180"
Wheel bases.....	140"	160"	180"
Dash to back of seat	49"	49"	49"
Back of seat to center line of rear axle.....	54"	74"	94"
Back of seat to end of frame.....	108"	128"	148"
Axis of rear axle to end of frame.....	54"	54"	54"
Frame width front.....	28½"	28½"	28½"
Frame width rear.....	34"	34"	34"
Track front.....	58"	58"	58"
Track rear.....	57"	57"	57"
Track rear.....	61½"	61½"	61½"
Overall width front.....	68"	68"	68"
Overall width rear.....	65"	65"	(over 34 x 7" single tires)
Overall width rear.....	76½"	76½"	76½"
Turning radius.....	22' 6"	For 140" wheel base	

ENGINE—6 Cylinder, 3½" x 5", SAE rating 29.4 hp.—Governed speed 2500 RPM. Block cylinder "L head" with large jacket capacity; Bores ground and honed to close tolerances. Develops in excess of 70 hp. Aluminum alloy removable cylinder head; permits higher compression, greater efficiency and better cooling.

LUBRICATION—Forced feed to all bearings including wrist pins by geared pump located in oil pan and driven from cam shaft.

CARBURETOR—Pierce-Arrow-Stromberg; adjustable heat regulator on manifold. Choke control from dash. Thermostatic control of mixture compensating for engine temperature.

CRANK SHAFT—Seven bearing, drop forged, machined all over. Bearings: Main, 2½" dia., connecting rod, 2½" dia. Statically and dynamically balanced.

CRANK CASE—Aluminum alloy casting with integral flywheel housing and engine supporting arms. Oil pump carried in base and easily removable for cleaning.

IGNITION—Delco 6-volt with automatic and manual spark advance. Generator and distributor one unit. High tension wiring in conduit on cylinder head. **BATTERY**—111 Ampere hour, rubber case. **GENERATOR**—Delco 6-volt driven by flexible coupling. **STARTING MOTOR**—Delco 6-volt. Positive engagement by foot pedal.

TRANSMISSION—Three speeds and reverse selective type in unit with clutch and engine; case hardened and ground gears; all shafts mounted on ball bearings. SAE standard large size power take-off opening in left side of housing. Ratios: First, 3.33 to 1. Second, 1.98 to 1. Third, 1 to 1. Reverse, 4.35 to 1.

PROPELLER SHAFT—Two piece with self-aligning ball bearing mounted amidships on cross member and lubricated from right side of frame. Oversize metal joints with oil tight casings.

FRAME—Heat treated high carbon 3/16" pressed steel. Five cross members gusseted to side members. Maximum frame section 7 1/8" x 4" x 3 1/16".

SHOCK ABSORBERS—Houdaille Hydraulic Shock Absorbers control the front spring action. No absorbers required for rear because of long spring.

REAR AXLE—Full floating bevel drive with pressed steel housing and 1 1/8" heat treated chrome nickel steel shafts. Timken bearings in wheels and differential. Bevel pinion straddle mounted on Timken and Hyatt bearings. All gearing chrome vanadium steel with heat treated teeth. Pinion and gear tooth faces, 11 1/16" long. Gear ratios—5 2/7 : 1 and 6 3/7 : 1.

RADIUS RODS—Tubular one piece type 1 1/8" dia. with adjustable ball sockets each end and springs to check rattle. Rigid anchorage on both axle and frame to case hardened removable ball pins.

BRAKES—Pierce-Arrow four-wheel mechanically operated brakes fully enclosed, of internal expanding type. High carbon steel forged drums machined all over and with cooling fins. Auxiliary transmission brake.

WHEELS—Cast steel with integral hubs, six hollow spokes 20" dia. rims. Dual rear wheels of same type. All rims interchangeable front and rear.

TIRES

Standard Equipment—

Front	32 x 6"	Pneumatics
Rear	34 x 7"	Pneumatics
Special (at extra cost)		
Rear	32 x 6"	Dual Pneumatics

STANDARD CHASSIS EQUIPMENT—All electrical equipment, instruments, tire carrier, spare rim, tools and tool box.

WEIGHTS

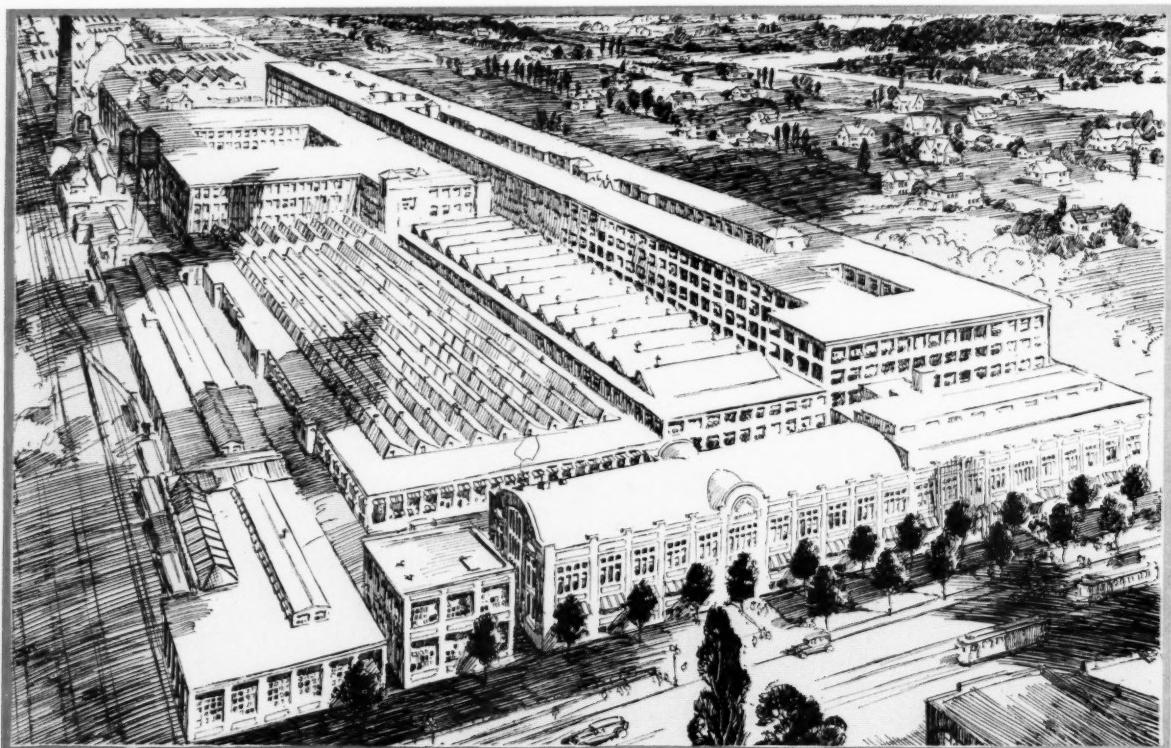
Chassis	140" Wheel base	3796 lbs.
	160" Wheel base	3928 lbs.
	180" Wheel base	4060 lbs.

The weights approximate, with equipment, including full charges of gas, water, oil, spare rim and 34 x 7" tires.

ROAD SPEEDS

At standard governed engine speed of 2500 RPM—

Tire Size	Axle Ratio	MPH
32"	5 2/7 to 1	47
32"	6 3/7 to 1	38.6
34"	5 2/7 to 1	49.3
34"	6 3/7 to 1	40.5



The Pierce-Arrow Factory at Buffalo, New York

Do you oversleep each A.M.? We aim to cure that. Our new invention, called—

TWO BITS

A Bit Here, A Bit There

Vol. VIII. No. 11

—*the Ariseograph, we will tell you about in the June issue of "Two Bits."*

Gotham, May, 1928

Prince of Wales Off Horse Again. Hoover and Smith May Be Nominated. The Ariseograph, Invented by Ye Ed, Could Help Them.

HERE it is the 23d of the mo. again & you haven't got your *Two Bits* page written & Geo. Fiechter, foreman of the composing room, is yelling for copy on a/c all the rest of the May issue is down & out of the way but he can't shoot the book to press until he gets p. 37. Thought you said last mo. that this mo. you'd be ahead of time on *Two Bits*? Well, I did. Well, why didn't you? Frankly I don't know. Well, why don't you know?—it's your business to know. It's your business to get *Two Bits* down in time so Geo. can shoot the book to press without having to send up notes to you to hurry.

* * *

there's Irv Bush, the Gotham term'l prexy. Irv writes for the serious magazines right along—so why not for *Two Bits*? Irv has authored some elegant books. He should author part of *Two Bits* now & then.

* * *

SO is it any wonder we're late with *Two Bits* when we have to sit down & grind it out ourself, unaided? Furthermore, we have to concentrate so hard that we forget to flip the ashes off our White Owl (*Advt.*) cigars & by the time the page is filled, Geo. Post (our office boy with a green shirt) has to come in with a broom & shovel & discover us. The only way he knows we're still here is because he hears our typewriter clicking under the ashes. When we are ready to be rescued we pound the X-key furiously on theory that X marks the spot where we are. We suppose that some time Geo. will have a cold in his head & won't hear the X-key pounding. After that there will be no more *Two Bits*.

* * *

WELL, we can't have a lot of white space splattered all over the page so we will turn to a letter we got from Van Wycked Mott, the Wash'ton, D. C., storager. We will quote what Van says:

"Spring-time! Easter-Time!! Cherry Blossom Time in Washington, D. C.!!! Sweeping down the broad boulevard, around the White House; past the D. A. R. Hall, under an arch of spreading elms; by the beautiful Pan-American Union Building, with its Latin beauty and its sunken Gardens; into Potomac Park Drive, lined on either side with Japanese Cherry Trees, their limbs drooping under the millions of blossoms—of delicate shades of pink and white; around dignified and majestic Lincoln Memorial, austere in its simplicity—!!!"

That's pretty, Van. Very pretty. You should be writing for *The Needlework Gazette*. But what's it all about?

Well, the postscript to Van's letter tells what it's all about. It seems that Van has got an elegant new van to carry h.h.g. in. So Van decided to have a photo of the van (that is, of the vehicle, not Van himself) taken for *Distribution and Warehousing's Pictorial Review* dept. It was Van's intention to have the van photo'd under the cherry blossoms. In anticipation thereof, Van wrote the foregoing letter. Then what happened? Van's postscript tells what happened:

"They wouldn't let us drive our new G. M. C. pneumatic-tired van directly under the Cherry Blossoms—but we got as close to them as is possible."

We will publish Van's van in our June issue but we warn you now that there will be no cherry blossoms.

* * *

IT seems that even that does not fill the page, so we will tell you about an adventure we had on Gotham's sts. the other day. A blond & Ye Ed. of *Two Bits* arrived simultaneously at 7th Ave. & 39th St. We did not observe particularly how she was dressed. She had a runner in one stocking, about at the knee, which has nothing to do with our adventure. She kneeled at the corner & with a piece of red crayon she drew a large red arrow pointing W. along 39th & then herself hurried W. along 39th. Ye Ed. was bound in that direction anyhow. At 8th Ave. she drew another red arrow, this time pointing N. along 8th—which, curiously, was the way Ye Ed. was bound. At 44th she crayoned a 3d red arrow, pointing E. toward Broadway. By this time the runner in her stocking had turned into a fair sized hole & Ye Ed. had an errand on Broadway anyhow so we started E. toward Broadway.

Well, by this time it seems that the blond became aware that we was casually bound in the same directions as herself. When she reached Broadway, what did she do? We was hoping that her next arrow would point N. along Broadway, as we was bound that way, in all probability. We ask you again, what did she do? What she did was to draw her red arrow on the side of the Umpty-story Paramount Bldg & the arrow was pointing straight up. Then she stuck her tongue out at Ye Ed. & jumped into a taxi & disappeared, runner & all.

We don't know yet what the crayon marks were all about or whether she expected us to follow the 4th arrow & climb the Paramount Bldg & jump off, but it shows that adventures happen in Gotham's sts. at the most unexpected moments, tho they are not always blonds, & this mo.'s *Two Bits* page ought to be filled by now, so we will hit the X-keys . . . X . . . X . . . as a signal to Geo. to bring his broom & shovel.

Next mo. we will tell you about a new invention we are perfecting, called the Ariseograph, which is intended to make you get up early in the morning.

How Can We Cure Price Cutting in Household Goods Warehousing?

Rate Uniformity Would Increase Profits

By MILTON BULKELEY*

FROM the beginning of time, since the days of barter, price cutting has played an important part in conduct of trade. Wherever men have striven for gain, no matter what their trades or callings, price cutting has occupied their thoughts as one of the sure ways of getting business. There are industries where lower prices bring rich rewards; but whether the moving and storage industry is one of them is something we must decide.

To define the limits of our discussion we assume a rate level based on a reasonable return over cost for the average operator. It is obvious that the public will not continue to pay rates which contain an extortionate margin of profit.

In our industry rate cutting must be viewed as a competitive weapon equally available to all. There are few companies so strong that they can operate at a profit while their competitors operate at a loss. This enables us to analyze the practice both for its effect upon the individual concern and on the industry as a whole.

Our first interest is the fundamental nature of the demand for moving and storage service. Do people move and do they store because rates are cheap or because of more important personal considerations? Would

Some Causes of Price Cutting

ONE common cause of price cutting is plain every day weak salesmanship. A mediocre salesman will always cut prices if no other inducements bring him the business. As this is not a treatise on sales management, it is enough to say that the employer is squarely responsible for any weak salesmanship practised on his behalf. If he listens to "alibis" and excuses, and condones petty practices, he cannot expect to get the price.

Perhaps the most fundamental cause of price cutting is the urge of economical necessity. Over-expanded facilities must be utilized, trucks unwisely purchased must be kept rolling if payments are to be met, interest paid, and revenues are to keep pace with expenses. If accepted methods do not produce the business, any and every means must be resorted to.

When such a situation exists ordinary

rate agreements will be futile and more than useless. The unfortunate and offending company will probably agree to every suggestion made, but that is all. Economic pressure and the passion to survive will dominate it.

The choice of proper action in such cases will always be a difficult and delicate problem—one on which we hesitate to comment. Being unique to a particular locality, it must depend for solution on the foresight and capacity of the warehousemen concerned.

In analyzing the warehousemen's sources of revenue, it appears that certain departments are fundamentally more subject to rate cutting than others. Where the supply can be increased with only a small investment, there will competition be keenest. Considerable capital and great perseverance are needed to rear a fireproof warehouse and to fill it with household goods. For this reason the supply of storage space will not increase rapidly nor will increase be ill-considered or ill-advised. The tendency

they, or could they, postpone moving day a week or two to save 10 per cent of the cost?

Not very often. Moving is an unpleasant upset condition at best, which most people are glad to put behind them. It is sound to conclude, therefore, that people will move only when it is absolutely necessary, no matter how low the price, and that pressing personal reasons will govern their decisions.

The demand for the services of furniture warehousemen depends a good deal on the size and rate of growth of the community and on the temper of its population. The restless populations of our fast growing western cities should produce a greater revenue per capita than the more settled regions of the East. That subject, which is a study in itself, is not within the province of this paper to discuss.

If we concede that price cutting will produce no new business for warehousemen as a collective group, and that as a weapon open to all it cannot permanently benefit any single operator, then why cut below the fair established rate?

If universal practice nullifies its force as a business getter, then why not turn to more constructive appeals?

to cut storage rates will be at a minimum.

Cartage facilities, on the other hand, may be increased easily, quickly and with comparatively small investment. A down payment is made, a used truck changes hands, and a new competitor enters the field. Any man with a small following and a few hundred dollars can establish himself in the moving business. Frequently people are not educated to distinguish the services of a long established concern from those of the street corner mover. To the public, all too often, moving is moving no matter who does it.

Obviously the small mover who has no overhead, who often does his own labor and makes his own repairs, can afford to cut prices. Only on rare occasions will he have the gift of salesmanship or the understanding of its essentials. He will feel merely that the large established companies offer services which he cannot render, and that he must cut prices to get what business he can. As

*Secretary National Van & Storage Co., Oakland, Cal.

long as ambition urges men to be their own masters, there will be no change in this condition. It is one evidence of our national genius for independent enterprise.

Organized associations of established warehouse companies can safely take the position that this type of rate cutting is really not rate cutting at all, but merely the sale of a lesser service at a lower price. Our associations can combine to educate the public to more than one class of moving service. Careful studies of what people really want will reveal the most potent motives for selecting moving service, and will point to the most effective appeals. No enlightened warehouseman today will admit that the public cannot be educated to demand a superior grade of moving and storage service.

Some of the Effects

THE most immediate and unwelcome result of price cutting is a smaller profit. This is a bald obvious conclusion which cannot be avoided. The cumulative burden, as each cut invites a slightly deeper cut, may become oppressive. As the average price level declines and profit margins grow narrow there will develop a natural tendency to reduce the cost of service.

Quality will suffer and the industry will fall in public esteem. The established warehousemen will find themselves selling an inferior service at a lower price. The public will not be buying all it can be made to buy, and finally the public may become permanently educated to a lower standard of service.

Cut rates indicate unstable conditions, and employees may easily conclude that their company is drifting toward the rocks. If each charge is based on what a customer will pay, the employee will naturally fall into the habit of getting all he can and giving as little as possible. Work will be slighted and the morale of an organization will suffer accordingly. It has long been accepted that the attitude of the "Boss" will be the attitude of the worker, and no exception can be made in the situation under discussion.

Petty bickering and weak personal animosities follow in the path of price cutting. Hard words and misleading statements may slip past the tongues of salesmen. This can have but one result, as respect and confidence are not engendered by a show of anger or an evident desire to thwart a competitor. Such tactics can earn from the public nothing but distrust and contempt.

And the education of the public never ceases. Every contact between a warehouseman and an individual does its bit. The seeds of bickering and petty contention will grow only a harvest of complaints and dissatisfaction.

The Cut Rate Trade

THERE are always some people who look for bargains whether the purchase be clothes, groceries or moving service. As these people provide a dis-

PRICE CUTTING

tinct type of demand, we must decide how desirable their business really is.

A person who would save money will see that he gets his money's worth. That means a critical customer. He may even take advantage of small irregularities to force the price still lower. Sharp complaints and demands for unreasonable adjustments may be expected. In a word, this class of business will produce more than its share of "grief."

He who must count his pennies may have nothing but pennies to count. His worldly goods will probably be few, and

Milton Bulkeley



Oakland storage executive who is the author of the accompanying contribution to a discussion important in the furniture branch of the warehouse industry

the average job, therefore, will be comparatively small. This will force the warehouseman to maintain a maximum of equipment to provide a minimum of revenue.

Complaints may often be quieted by extending a little credit — not a good practice but one occasionally necessary.

Who will deny the danger of extending credit to a "cut rate" customer? Furthermore, he would be the first to ask it and most dissatisfied if it were not granted.

The specialist in cut rate business will face either excessive losses from bad debts, or excessive complaints. In either case his customers will have little incentive to come back, and he will lose much of the repeat business which is the bulwark of established warehousemen.

Advantages of Uniform Rates

IF cut rates cause lower profits, then uniform rates will increase them. While this is obvious, it is by no means unimportant. Work profitably done will be work well done and the public will be educated to a higher standard of service. Furthermore, they will pay for the higher standard more willingly than for

a lower. The emphasis of salesmanship will be placed on service, not on price. Petty practices will fall into disuse and the warehouse industry will earn a position of trust and confidence in the public eye.

That is the object voiced by our code of ethics.

Warehousemen will attain for themselves that invaluable but intangible asset, "consumer acceptance." The going rate will be *accepted* as a matter of course—not questioned as something subject to barter. Warehousemen will be released from the scramble of getting business at any cost, and their best thoughts and energies will be available for more constructive work, beneficial both to them as individuals and to the industry as a whole.

In closing, we would plead that these constructive energies be applied to reducing to the severest simplicity the methods of quoting and estimating. It would be ideal to reduce all quotations to a straight space, tonnage or time basis. A complex rate structure which must be explained places warehousemen on the defensive. A clear, simple, straightforward method which anyone can understand will capture and hold the confidence of the public.

The advantages of stabilizing rate conditions are obvious, and the decision to maintain them is a matter of policy. The rate structure is the means by which that policy can be carried out.

Let warehousemen be fully convinced in the wisdom of their conclusions, let them be sincere and enthusiastic in their desire to stabilize conditions, and then let them devise the simplest machinery possible to make their policies workable and effective.

Judson Station in Brooklyn

The Judson Freight Forwarding Co., foreign and domestic freight forwarders, with offices in various cities, opened a receiving station for shipments of household goods in Brooklyn on April 2.

The new consolidating point is at the Erie Railroad, Clinton Avenue and Metz Street, Wallabout Terminal, and is ideally situated with ample room for the unloading of large furniture vans. From the new station through cars are being operated to Chicago and points west, including Pacific Coast cities, it is announced by Joseph P. Donnelly, the Judson agent in New York.

New Warehouse for Norfolk

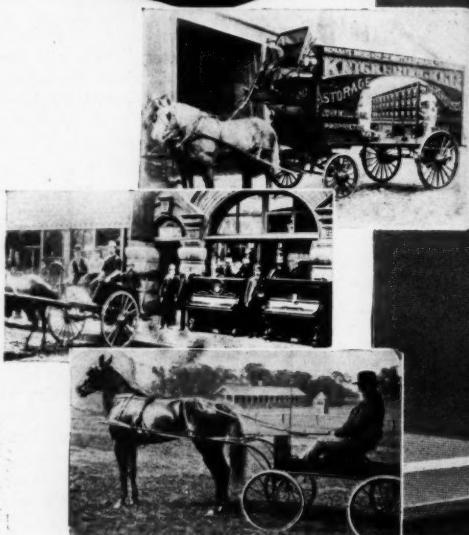
A combination merchandise and store structure is being planned by the C. & M. Storage & Realty Corporation of Norfolk, Va. The building will cost between \$200,000 and \$250,000. The four stories will provide 160,000 square feet of floor space, three-fourths of which will be used for dry storage. The ground floor will be divided into stores. The site is at Monticello and Armistead Avenues and 16th and 17th Streets, and is served by a Norfolk & Western sidetrack.

No. 44

Success

John Mulligan

By ELIZABETH FORMAN

Let's Take the Old Family

In oval, John Mulligan, octogenarian who is president of the firm he founded in Newark, N. J.—the Knickerbocker Storage Warehouse Co. The building extends from 96 to 106 Arlington Street. The insets: top, one of the company's early vans; center, type of one-horse, two-wheeled cart on which the Knickerbocker used to move two pianos at a time; bottom, John Mulligan the horseman

THE picturesque past! To most of us the mauve decade and the stirring days of the Civil War with their quaint courtesies and their crinolines are but echoes—wistful echoes—from books or costume plays. To John Mulligan, the "Kentucky Colonel" of Newark, N. J., they are vivid, roseate memories of vigorous young manhood, of hardships and of romance.

Mr. Mulligan, active president and treasurer of the Knickerbocker Storage Warehouse Co. of Newark despite

his four score years and five, was born in 1843 on a farm in Bergen County—very close to Arlington, N. J., where he still lives. He was a hard-working boy, and, as his father had died when he was four and his mother when he was twelve, he received little schooling. At thirteen he ran away from home and found his way as far west as Ohio, where he worked on a farm. The man who employed him—a friend of the family—was a horseman, and it was

(Continued on page 56)

Stories

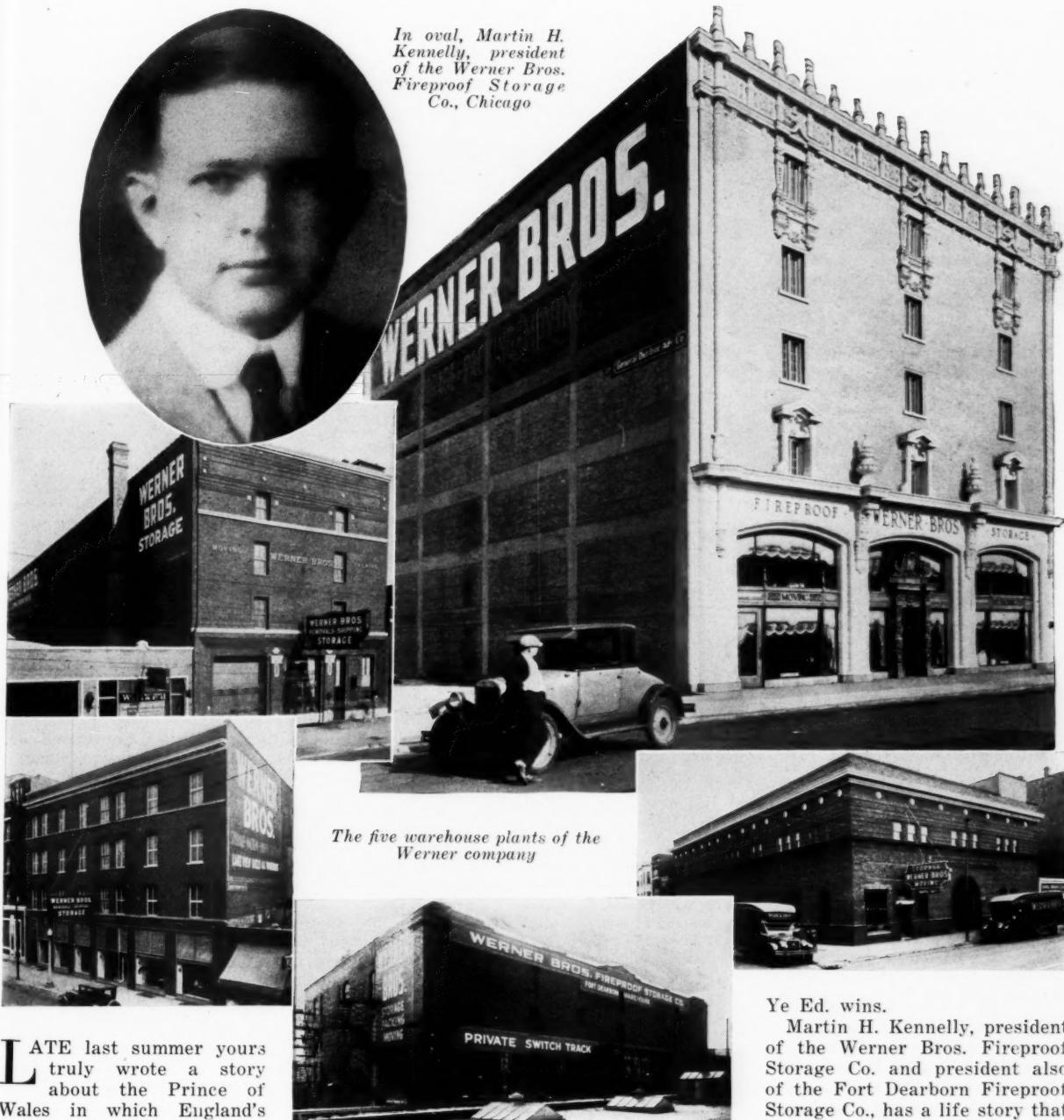
Album Out of Storage!

No. 45

Martin H. Kennelly

By ELIZABETH FORMAN

In oval, Martin H. Kennelly, president of the Werner Bros. Fireproof Storage Co., Chicago



The five warehouse plants of the Werner company

LATE last summer yours truly wrote a story about the Prince of Wales in which England's future monarch was referred to as "the world's most popular bachelor."

"What do you mean, 'world's most popular bachelor'?" the editor of *Warehousing and Distribution* demanded.

"You'd better go out to Chicago and write up Marty Kennelly. You ain't seen nothin' yet."

Ye Ed. wins.

Martin H. Kennelly, president of the Werner Bros. Fireproof Storage Co. and president also of the Fort Dearborn Fireproof Storage Co., has a life story that quite out-Algers Alger. Born and educated in Chicago, he got his first job twenty-two years ago with the Becklenberg Co., then the largest warehousing firm in Chicago. With that firm he served as stenographer, cashier, bookkeeper, and while occupied

(Concluded on page 58)

“Fumigation and Separate Storage Mean Moth Immunity”

By S. S. DAVID*

THE David Fireproof Storage Warehouses, Chicago, are among the pioneers in combining fumigation with separate storage for upholstered goods. Such a service is now being offered in all of the five warehouses of the David company.

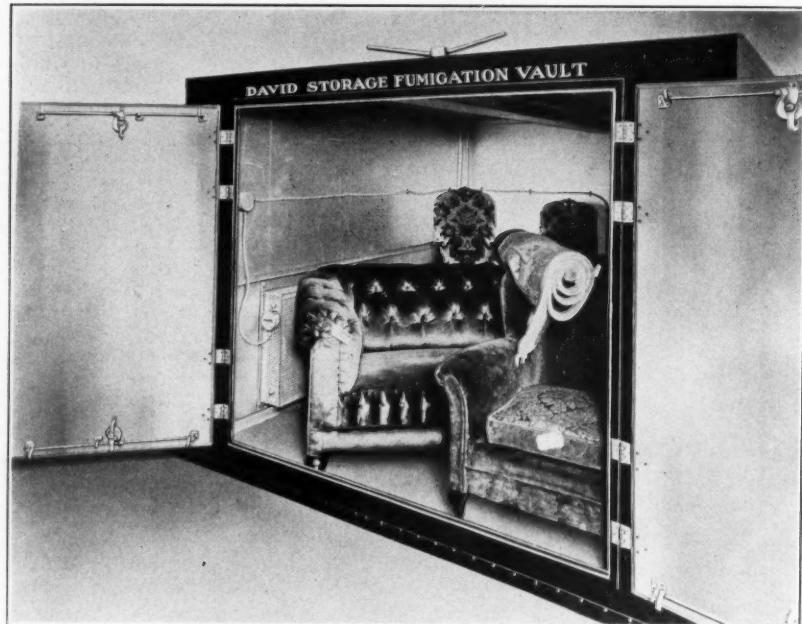
Here is the story of this service — set down for *Distribution and Warehousing* by Sidney S. David, the firm's vice-president and treasurer.

Men who attend the conventions of the National Furniture Warehousemen's Association know that when "Sid" David talks he says something worth hearing. This article shows that when he writes he offers something worth reading.

COMBINING fumigation with separate storage for upholstered goods marks a great forward step in household goods warehousing. Furniture warehousemen have for years been bothered by difficulties in storing upholstered pieces, particularly heavy overstuffed davenport. Much trouble was found in the pressing down of the nap of upholstered fabrics, due to the weight of the piece when stored on end. Frequently injury to davenport arms resulted when they were not strongly or securely built.

Such difficulties have led to the designing of an individual davenport rack, generally built of packing lumber. The davenport would be fastened to the rack with large screws, much as a piano is bolted in a box for shipment. This kept the weight off the nap and the arms, but the rack was costly and also a user of additional space. It is generally understood that credit for the best design in such racks should be given to Thomas A. Jackson, president of the Jackson Storage & Van Co., Chicago, whose rack has been used for years throughout the country.

With the advent of mohair materials as furniture coverings came the additional problem of moth damage and a necessary moth protection. Some then considered the possibility of storing such furniture separately, in a room heavily



Fumigation vault provided as part of the service of the David Fireproof Storage Warehouses, Chicago. The firm's davenport room with all-steel shelving is illustrated on page 17

saturated with moth preventives. Here and there within the past few years progressive warehousemen have put such a method into effect, usually giving no publicity to the practice, which was considered purely as an individual protective measure. Charges usually were made according to the space which the goods would occupy if piled in the lot, which resulted in a loss to the warehouseman, as the method required much more aisle space to the cubic foot of paid revenue.

Judson M. Davis, president of the Lyon Fireproofing Storage Co., Los Angeles, was one of the pioneers in designing a multiple rack for separate davenport room storage. He was closely followed by A. S. Richards, proprietor of the Sovereign Storage & Van Co., Rockford, Ill., who constructed a rack of similar design, with the addition of casters, for closer piling in a given space.

The David Fireproof Storage Warehouses about a year ago erected what is believed to be the first davenport room with all-steel shelving. Here davenport

and upholstered chairs are stored on their legs, in much the same manner as trunks are stored in a standard trunk room. We make a separate charge for such storage of \$2.50 for a three-piece set.

The growing popularity of the fumigation vault in storage warehouses has very naturally evolved the method and treatment now advocated by the David company and sold to its customers without difficulty. Our slogan is "Fumigation and separate storage mean moth immunity," and we guarantee it while in storage. We sell fumigation on all mohair and well-upholstered pieces offered for storage, making a low charge for the service in order that it will not be burdensome.

This fumigating service must be viewed by the warehouseman in an altogether different light than the fumigation of rooms not intended for storage. Most, if not all, of the latter articles are infested with moths and actually require a fumigating service. In fumigating for storage, possibly only a

*Vice-president and treasurer David Fireproof Storage Warehouses, Chicago.

very small percentage of goods is infested, but the fumigation of all is advocated, for protection to all customers and to the storage warehouseman.

It will add materially to the revenue from a fumigating vault, and is a certain and dependable income. It will enable warehousemen who feel they cannot attract or depend on outside fumigation, confidently to install fumigation as a part of their storage service, making outside fumigation merely an extra revenue.

The immediate result of our installation of this service was most gratifying to us. We had never realized or appreciated the real anxiety about moths which exists in the minds of our women customers until it was evidenced by the reaction to our general fumigation plan. It is not difficult to sell, for the public is eager to the protection it offers, even though they have seen no moths in their own goods.

EXPORT WAREHOUSING

The charges for this modern storage fumigation service naturally will vary in different localities, according to the prevailing rates for storage and other services. It should be from \$3 to \$5 for a three-piece set. Many will require fumigation for their dining-room chairs, ottomans, stools, etc., which will add much to the revenue from each storage lot. This is much lower than the common charge for fumigation on other than storage goods, but there is no extra cartage involved, as the goods are in the warehouse for storage. There is no extra selling or promotional expense, as with outside fumigation.

According to estimates from present installations, a household goods warehouse with 40,000 square feet gross storage space will require approximately 2500 square feet for separate upholstered furniture storage. It has been found that shelves 6 feet deep are very practical, permitting the compact stor-

age of a three-piece set, with davenport in rear and chair in front. A 10-foot ceiling will permit three tiers, one being on the floor, with two shelves above. Aisles should be about 44 inches, but may be less if crowded for space. An ideal room would seem to be 48 feet wide by 50 feet deep, permitting three such aisles, with 6-foot shelves on each side. With a 42-inch door on each aisle there need be no cross-aisle inside the davenport room, which economizes on space. The aisle outside of the room may be a general aisle, serving room or open storage on one side.

With nothing in the upholstered furniture room that has not been fumigated and rendered sterile of insect life, it would seem that the warehouseman at last is in a position to promise a real protection from moths, for it should be easy to keep such rooms free of this annoying and costly insect pest.

Public Warehousing and Economic Distribution

Number 38—Export Warehousing

(Concluded from page 13)

the railroad the free-time allowances are reversed: bulk freight receiving the briefer allowance. Bulk goods have five days' free time, while package and small-lot goods receive fifteen days' time. In either case the storage rate while on railroad premises, after expiration of free time, is identical with that for export freight moving in the opposite direction.

There is, however, one highly significant difference in storing of import, as compared with export, freight by the railroads at ports. Import freight is held only "at owner's risk." The railroad has no liability as warehouseman, on the theory that until received for transportation the goods are not "delivered to the carrier." The storage interim between vessel and railroad is taken to be an accommodation to the owner.

Storage rate, at Pacific and southern ports, are the same as for export goods, but at the North Atlantic ports they differ slightly. The following, while not the uniform rate, prevails generally:

First 10 days or fraction thereof— $1\frac{1}{2}$ cents per 100 lbs.
For each succeeding 10 days or fraction thereof— $\frac{1}{2}$ cent per 100 lbs.
(Applying equal to package or piece and to bulk freight).

Storage at Great Lakes Ports

THE larger part of freight moving over the Great Lakes does not involve international movement for the reason that it goes forward from one United States port to another, and yet there is enough import and export movement to be of consequence—so great is it, in fact, that if the same volume were to exist between two countries in Europe it would appreciably swell their totals of exported goods.

Canada and the United States are good

neighbors. Without a long line of forts and without naval protection against each other these two have an interchange of trade that exceeds the volume existing between any other two countries in the whole world. According to reports of the Royal Bank of Canada, for the year 1927, Canada imported from the United States a total of \$707,000,000 and exported to the United States \$475,000,000.

Considerably more than 60 per cent of this volume of trade moves by way of the Great Lakes. Storage on the American side of these inland waters becomes, accordingly, a part of our question of storage in import and export movement.

Vessel bulk-cargoes (particularly coal, grain, lumber, pulp and ore) on the Great Lakes are subject to vessel demurrage if not unloaded within the time specified in the charter. But at the end of the season, both on the Lakes and to some extent on the St. Lawrence, cargo space is leased for storage on completion of the final trip.

Under this arrangement, as an illustration, a cargo of wheat arriving at Buffalo just before close of navigation is not discharged. It is allowed to remain aboard the vessel, after the port freezes up, to be discharged during the winter at the will of the owner of the grain.

Warehousemen would be amazed to know the number of telephone inquiries which *Distribution and Warehousing* receives, seeking information regarding reliable storage companies in all parts of the United States and Canada. This is one way in which is increased the circulation of the annual *Warehouse Directory*—which answers the inquiries.

In this case the vessel becomes a pure warehouse, its cargo space constituting an addition to the elevator capacities of Buffalo.

At Buffalo, general merchandise—and the same obtains at other ports of the Great Lakes—may be stored in the warehouses of the steamship companies over winter, this arrangement applying to bulk or package goods alike. In its practical workings this plan permits shippers to take advantage of the low lake-freight rates by accumulating goods at Buffalo (or other port) during the season of navigation, to warehouse with the steamship company for distribution during the months of closed navigation.

The storage rates, at Buffalo, provide for free storage for twenty days, with a charge of $\frac{1}{2}$ cent a 100 pounds, for each ten days thereafter "except that for the period from Dec. 1 to March 31 inclusive, the rate for storage after the initial period of twenty days will be one cent per 100 pounds for each thirty days or fraction thereof"—thus making the rate only two-thirds of what is assessed during navigation (1 cent for each thirty days as against $1\frac{1}{2}$ cents).

Bush Terminal Doubles Stock

Stockholders of the Bush Terminal Co. at a meeting on April 2 voted to change into common stock the 23,000 of preferred recently redeemed, so that the preferred stock may not be reissued, thus constituting the debenture stock in effect a first preferred stock.

In connection with this change the number of shares of common stock authorized was increased from 250,000 to 500,000 shares.

The directors were reelected.

Keeping Up With the Developments in the Motor Truck Field

FOR the busy executive of a warehousing business who is keen to keep abreast of the times there are several important new things to think about in the field of motor hauling. Developments are following one another at a rapid pace, and all have a distinct bearing on the cost and opportunities of handling the hauling requirements of any warehouse business, regardless of its size. There are many advancements being made on the manufacturers' side of the industry, and some of these will be discussed in this department, which is conducted

By PHILIP L. SNIFFIN

THIS MONTH

Will the "Huddle" System Make the Traffic Goal? State Mileage Tax Upheld. New Truck Models.

NEWEST among the more organized attempts to reduce the cost of warehouse deliveries is the feature of truck use now popularly called "accident control."

Large users of truck fleets (especially those in big cities), transportation engineers and insurance companies are pooling their efforts to reduce the number and cost of vehicle accidents.

Much is being accomplished. In New York City an extensive investigation into the causes of accidents has just been completed. This inquiry, which covered the complete experience during 1927 of nine department stores operating a total of 825 trucks in daily use, revealed that one accident occurred in each 5597 miles operated.

It was shown in this analysis that the largest percentage of the total accidents was due to collision with other vehicles. Of these collision accidents the largest percentage was attributed to inattention or carelessness on the part of drivers in failing to watch traffic lights,

police officers and the movement of other vehicles on the streets. A slightly smaller percentage of these collision accidents was due to failure by drivers to give the right of way, resulting in right-angle collisions. Collisions because of skidding on wet or icy pavements were approximately as numerous as the right angle mishaps.

Another important cause of the collision accidents was carelessness in backing trucks into other vehicles. This class of accidents was especially prevalent on the congested city streets and at street intersections and at the entrances to private driveways in semi-rural territory.

A fairly small percentage of the collision accidents was assigned to following other vehicles too closely and being unable to stop without a rear end collision. The greatly increased usage of four-wheel brakes on passenger cars makes it necessary for truck drivers to be more cautious, in following vehicles, than ever before.

Very few motor vehicle accidents are due to a mechanical failure of some part of the truck.

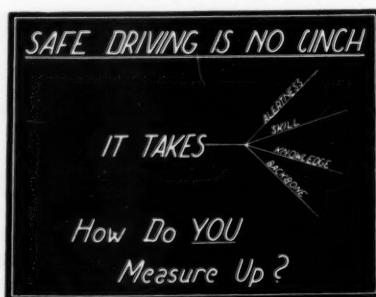
Cutting Down on Accidents

AS a whole, the warehouse and professional trucking business has been backward about training its motor truck drivers and helpers as compared with the training given to other employees.

According to Joseph Husson, president of the Eleto Co., New York, who was sponsor of the investigation referred to, it became evident at an early stage in the analysis that the proper training of drivers and helpers will do more to reduce motor vehicle accidents than any other factor.

Some interesting recommendations are made to users of motor vehicles, based on facts disclosed in the study. While Mr. Husson's report, which follows, is directed principally to owners of large fleets, any truck user of one or more vehicles can well profit by it:

"The original selection of drivers, ac-



—Courtesy Metropolitan Life

cording to physical and mental types, has the most important bearing on subsequent accidents. Psychological tests of drivers before employment offers great opportunities for selecting the men

whose physical and mental reactions are rapid enough to qualify them for driving under the increased traffic congestion conditions. After being properly selected and properly trained, a continued personal contact between the management and the drivers affects the number of subsequent accidents. Once employed and put to work, the driver should not be allowed to shift for himself. Home life of drivers has considerable to do with the performance of the man on the driver's seat. Married men uniformly make better drivers than single men.

"Bonus systems and contests with prizes for safe driving have many adherents and many opponents. Many of the concerns which have employed both of these methods, as a means to the reduction of accidents, disagree as to the ultimate value of such work. It is generally agreed that some constant-pres-

sure method of accident prevention work accomplishes the best results.

"When contests are employed, some new contest must be devised to be put into operation immediately after the first contest is closed in order to maintain the accident record accomplished previously. Many bonuses, for safe driving, have produced good results in some cases. In others the cost has been prohibitive. Concerns which do not pay money bonuses to drivers for safe driving generally rate their drivers and grant salary increases when warranted on a basis of the rating record.

"It is wasteful to discharge drivers when they have too frequent accidents, until all other methods of training and supervision have failed. Some concerns find it more profitable to penalize drivers by giving them time off, without pay, for too frequent accidents instead of discharging them. This method saves the employer the amount of money spent in training the driver and which would have to be spent again in training a new driver if the first driver were discharged.

"Frequent meetings of the management with drivers and helpers assist in maintaining a close personal contact with the men, with beneficial results. Making drivers pay for damages resulting from accidents, when the drivers have been found negligent, has led to reduced accidents in some cases. Educating and maintaining close contact between the management and the drivers by direct mail has proved of value in some instances."

Other Agencies Cooperating

THE drive for fewer accidents in the face of constantly increasing traffic is recognized as an important phase of truck use. Not only is the effort a concerted one among truck users but insurance companies and State motor vehicle departments are cooperating closely.

A letter received recently by the writer from W. Graham Cole, safety division manager of the Metropolitan Life Insurance Co., inclosed a pertinent 12-page booklet entitled "Safety—Preventing Commercial Vehicle Accidents." This book, issued by the Metropolitan Life, discusses the problem of accident prevention in simple, helpful terms. It outlines the methods of management which will tend to reduce accidents, gives a description of a "no accident" bonus plan, and sets forth an educational safety program. In his letter, Mr. Cole says:

"Although this report was prepared primarily for distribution to companies carrying group insurance with the Metropolitan, we shall be glad to furnish copies of it to other organizations upon request."

The address of the Metropolitan Life Insurance Co. is 1 Madison Avenue, New York City.

Among other helpful contributions to the symposium there are many carefully-devised recommendations from State departments. Here, for example, is a statement by Robbins B. Stoeckel, Commissioner, Department of Motor Vehicles, Connecticut:

TRUCK DEVELOPMENTS

"The principal trouble with the operation of the light delivery truck comes from speeding and cutting in. It is the duty of every owner not to lay out a line of deliveries which is more in distance than a man can reasonably do in the time allowed him, as shown by experience. As soon as he does exceed what is reasonable in this respect the owner is calling upon an employee, who is disobeying orders if he does not carry out the plan, to crowd along and accomplish, at the expense of others and possibly at his own expense and that of his employer, a driving action which must not be permitted. The operator, unless he is a sort of superhuman demigod, is bound to believe that he is forced to make good and so goes into exaggerated speed in order to make the runs, and will cut in where he can, go past officers and



traffic signals if he can, and in general do a lot of things which he ought not to do and which, if he were left to himself, he would not do.

"It would be a great blessing if every employer could be made to realize that it is true economy for him to have enough means of transportation at his command so that none of his men are causing traffic emergencies. Operating courtesy and obedience to regulations are required of all operators and there is no difference in this respect except that the truck driver is a specialist, and in the requirement created by all the circumstances surrounding his operation his performance is harder than that of the operator of a passenger car of similar size. As a result more care is demanded from him.

"A big vehicle ought to be able to proceed fast enough so as not to interfere unduly with the average traffic speed of the highway on which it is. So far as possible those who prescribe the operation of such trucks over highways of the State should consider traffic counts and the general crowded condition of highways, and prescribe operation for a slow truck at those times of the day or night when there is the least traffic.

"One of the most serious troubles caused through the operation of this type of truck is due to the fact that the employer sometimes does not realize how wearing on the nerves and muscles of a driver the physical work of driving the truck is, with the result that prescribed hours are too long, or distance too great, and the operator becomes less competent by reason of fatigue and nerve strain as time goes on. All of which is sometimes taken care of by having two drivers for each long haul, one of whom rests while the other drives, but there are

still many instances where false economy leads an employer to get along with one man where two are needed. Such situations are now being usually inquired into by the Courts and it is fair to expect that each owner will eventually, both in civil and criminal actions, be obliged to bear his share of responsibility and blame.

"In addition to generalities there are certain specific matters which can be considered. The mirror provided is often inadequate. The windshield wiper is sometimes poor. Both of these are important articles of safety equipment. They are no good unless in working order. A tail light is an essential part of safety machinery. In order to be effective it must be where it can be seen.

"It is suggested that truck owners inquire into the use of the reflector. In Connecticut there is as yet no law under which the State can require the installation of a reflector, but there either already are, or soon will be, excellent reflectors of a suitable type on the market. Such a reflector, reflecting either red or amber light, will at night show to any following car just where the truck is. Consideration of reflectors is urged upon those shippers who have insufficient tail lights. While the reflector is today a voluntary installation, any shipper who installs one upon a truck which thereafter figures in an accident of the type which would have been prevented by an adequate tail light will have an excuse in the Courts."

The Driver's Viewpoint

IN a discussion of a phase of truck use the responsibility for which is placed squarely in the driver's hands, it is important to consider just how the driver reacts to the problem. J. P. Malloy, safety engineer, has added a valuable viewpoint as follows:

"First hand observation of conditions from daily contact with a problem leads to a pretty fair understanding of what is needed for education work among drivers. Fleet owners should be familiar with some of the common causes of accidents. They should realize the nature of the danger and know something of how to lessen it.

"Now if a driver was told at 6 a. m. that he was surely going to have an accident at 10 a. m., he would undoubtedly do everything to prevent its occurrence; he would take unusual care to avoid the dangers that confront him along the route; he would act promptly, and do the safe thing just a few seconds before, so that he would not be obliged to explain afterwards why he did not do it. On the other hand, if a fleet owner knew the same thing he would probably insist upon the observance of the greatest care by his drivers. The uncertainty, it is true, is the reason for the insurance, but it cannot be maintained that the majority of accidents are unavoidable, for it is quite the contrary.

"It is no secret that drivers become habituated to committing certain dangerous acts until all fear leaves them, but it is not generally understood that driv-

ers appreciate being told or reminded of some of the greatest causes of accidents, which frequently to them look quite harmless from behind the wheel, such as passing vehicles and trolley cars at street crossings, failure to wait at railroad crossings to ascertain if another train is approaching on the opposite tracks, or darting in and out of traffic, causing vehicles traveling in the opposite direction to swerve from their courses and strike stationary obstructions.

"Motor vehicle laws are enforced by traffic officers, indorsed by the public, and followed by good drivers, but a life may be lost in a moment of ill-considered action. Corrective efforts pay big dividends. Drivers must be educated in accident prevention to extend the life of the truck and reduce the cost of insurance."

From the foregoing investigations and discussions it is obvious that the remedy for excessive accidents lies in driver education. The much-needed action on the part of truck operators is to tell the drivers, on the basis of facts, how accidents may be avoided.

For this reason we quote herewith from the Metropolitan Life booklet referred to. In the booklet this text is introduced as a method of approaching drivers, either in a meeting or in a bulletin on the subject of accident prevention. We read:

"A Typical Talk to Drivers"

"The pedestrian is the driver's chief concern. The accident records of practically every city show that from 50 to 65 per cent of the persons killed or injured in automobile accidents are pedestrians. Of these, about 40 per cent are children.

"Those who walk are vastly in the majority. At any hour of the day you probably can count a hundred people walking in the street for every one person who is driving. Nearly all persons are pedestrians part of each day, and, young and old alike, continue to take chances in crossing the street because they do not yet fully understand that dangers of modern street traffic must be guarded against constantly.

"This situation does not relieve the driver of responsibility if he hits someone. It is generally recognized that the pedestrian has as much right on the street as the driver. We all know that when an accident happens the majority of the people blame the driver, and juries



Here's a moving van job that does twofold advertising—on behalf of the city of Norwich, N. Y., through the local chamber of commerce; and for the moving company which owns the vehicle. Body is mounted on a Larrabee truck

usually give the pedestrian the advantage of the doubt.

"Now what does all this mean to you as a driver? It means that pedestrians know they have certain rights on the streets and they are going to demand those rights. But in many cases you must do their thinking for them. It is useless for you to waste your time arguing about who is to blame, in the event of an accident. What you need to do is to face the fact that we will always have pedestrians swarming our streets, and among them you will find a lot of people who are reckless and careless, and a large number of children who are not responsible. These two classes present the most serious problem for you. You will also find old people who become confused and lose control of themselves, deaf people who cannot hear your horn, cripples who cannot take care of themselves, nervous women who become frightened and do the wrong thing, and mothers with children who cannot hurry.

"Another serious problem for you is the street intersection—the place where people are taught to cross. Naturally they think this is the safest place. Therefore, the only safe rule for you to follow when approaching a street intersection is to assume that someone is about to cross, and have your machine under perfect control.

"When you think of the conditions which exist on our streets, the careless and reckless people, the jay-walkers, the children, and the people who cannot take

care of themselves—and this condition is growing worse every day—you can see that unless a driver learns to be a careful driver, sooner or later he is going to get caught and taken into Court to explain to the judge and jury why he killed or seriously injured some person."

New Models

AUTOCAR CO., Ardmore, Pa.: Designated as Model T, a new 2½-ton 6-cylinder truck is intended for high-speed long distance work. Pneumatics with dual rears are standard, being 34x7 inches all around. The wheelbase is 213 inches; front tread, 65 inches; distance back of seat to end of frame, 17 feet; overall length, 25 feet 9 inches; overall width to outside hub of rear wheels, 82½ inches. The chassis is designed to carry bodies up to 18 feet.

Coleman Motors Corp., Littleton, Colo., Model C-25, powered with a six-cylinder engine, has been added to this company's four-wheel drive line. Rates of 1½ to 2 tons, it is designed to furnish speed over highway and power for cross-country service. Wheelbase is 109 inches; tread, 56 inches; turning radius, 32 feet; chassis weight with cab, 5360 pounds; body space behind cab, 9 feet; overall length, 10 feet 6 inches; frame height without load, 34 inches.

Diamond T Motor Car Co., Chicago: Production is announced on two new six-cylinder models of 1 and 2 tons' capacity priced at \$1,095 and \$1,650 respectively. The 1-ton is furnished in one standard wheelbase, 127½ inches. The 2-ton is furnished in two standard wheelbases, 155¾ and 165½ inches, with a special at 174 inches at extra cost. Wheels are metal spoke equipped with 30x5 pneumatic tires.

Federal Motor Truck Co., Detroit: A new 1½-2-ton model known as the A6 is being offered. Basic in the design is a



New 1½-2 ton model of Federal Motor Truck Co.

higher road speed at full safety, made essential by growing highway congestion. Hydraulic 4-wheel brakes are standard, supplemented by an internal expanding propeller shaft brake with the expanding shoe mounted on the rear of the transmission case, and the drum mounted over the first metal universal. Heavy-duty pneumatic tires, 32x6 in front and 34x7 in the rear, are furnished as standard equipment, with dual 32x6 rear tires optional. These are mounted on 20-inch base steel-spoked wheels, an extra rim being furnished. The truck is available in either 151-inch (standard) or 163-inch wheelbase.

Hendrickson Motor Truck Co., Chicago: To 6-ton and 10-ton six-wheel models of its own manufacture this company has applied the design of three point mounting of the two rear driving axles. With this construction the weight of the truck is stated to take care of most of the torque reaction of the axles.

LeBlond-Schacht Truck Co., Cincinnati: A 2½-ton model and a heavier unit made in 5-ton and 7½-ton ratings are announced, for fast heavy duty service. The lighter truck, Model T, is furnished in six optional wheelbases—126 inches for tractor, and 140, 152, 156, 180 and 193 inches. Total weight, completely equipped with cab, hoist, body and 34 x 7-inch pneumatic tires, dual rear, is 8400 pounds. The heavier models, Series R, is furnished in six wheelbases ranging from 156 to 200 inches. Wheels are cast steel equipped with 36 x 6-inch solid tires in front and 40 x 16-inch rear on the 7½-ton chassis and 40 x 14-inch rear on the 5-ton chassis.

Pierce-Arrow Motor Car Co., Buffalo: Announcement is made of a high-speed "Fleet-Arrow Wagon" capable of transporting loads up to 2 tons at passenger car speeds. It is in three wheelbase lengths—140, 160 and 180 inches. The engine is a 6-cylinder. Wheel equipment consists of cast-steel wheels with integral hubs, six hollow spokes and 20-inch rims. Rims are interchangeable between front and rear wheels. Standard tire equipment consists of single 32x6 pneumatics in front and single 34x7 pneumatics in the rear. At extra cost 32x6 dual pneumatics can be furnished for the rear. Four-wheel brakes with mechanical operation are used as service brakes and in addition there is a transmission brake which is applied by a hand lever. Chassis weights are: with 140-inch wheelbase, 3796 pounds; with 160-inch wheelbase, 3928 pounds; with 180-inch wheelbase, 4060 pounds. These weights include the full equipment and full supplies of fuel, water and oil, as well as a spare rim and the 34x7-inch tires.

Relay Motors Corp., Lima, Ohio: Announcement is made of a six-cylinder, pneumatic-tired Relay Drive model rated at 1½ tons.

TRUCK DEVELOPMENTS

Reo Motor Car Co., Lansing, Mich.: Four new commercial chassis have been introduced—1-ton with 138-inch wheelbase, at \$1,075; 1½-ton with 148-inch wheelbase, at \$1,345; a 2-ton master Speedwagon of 164-inch wheelbase, at \$1,645; and a heavy duty dump truck on 130-inch wheelbase, at \$1,935. Meanwhile the company has reduced prices from \$40 to \$260 on a majority of its trucks.

Studebaker Corporation, South Bend, Ind.: A new ½-ton delivery car has been added which is offered in two body styles—a screen body listing at \$795 and a panel delivery priced at \$820. They are mounted on the chassis of an American edition of the Erskine Six. Loading space, from the driver's seat to the rear door, is 74 inches, while the width is 48 inches and the height is 47½ inches, giving a total loading capacity of 96.5 cubic feet. The rear opening is 44 inches wide and 40 inches high, while the top of the platform is only 28 inches from the ground.

World Motors Corp., Cincinnati: An eight-cylinder model marks the entrance of this type of engine into the motor truck field. Designated as World 8, this unit is rated at 1½ to 2 tons. Heavy duty spoke type metal wheels with Firestone rims are standard and equipped with either 32x6-inch pneumatic tires front and rear of 30x5-inch single front and dual rear.

Persons Reflector

The Persons-Majestic Manufacturing Co., Worcester, Mass., announces production of a new reflector, illustrated herewith, which can be attached to the rear of a truck, bus or passenger car and which functions as a tail-light by throwing back the light of vehicles approaching from behind.



It is claimed to reflect distinctly the light of ordinary headlights for distances up to 500 feet.

The reflector is furnished with double prismatic lenses of red, green, crystal and purple, each with a 5-inch diameter.

Price, with bolts, nuts and washers for attaching, \$2.50 each.

Electrical Booklet

"Profitable Application of Electric Industrial Trucks and Tractors in Industry" is the title of a booklet, on nearly 100 pages, published recently by the Society for Electrical Development, Inc., 420 Lexington Avenue, New York. The contents were edited by H. J. Payne of the survey committee of the American Society of Mechanical Engineers.

After describing the major types of electric trucks and tractors, the booklet considers the use of these units in various industries, and one of the sections is "Electric Truck Savings in Warehouse Operations." Another section deals with "Selection of Trailer Equipment."

"Supreme Law of the Road"

"The Supreme Law of the Road Is Mutual Forbearance," said a recent decision from the full bench of the Maine Supreme Court, written by Associate Justice Charles J. Dunn, in an automobile case which came before it on appeal.

This decision indicates that the Maine law regarding the right-of-way at intersecting highways is simply a road regulation and does not give absolute rights to a vehicle over another approaching from the right, but imposes upon both "mutual forbearance" for safety.

Hoist Bulletin

The Silent Hoist Winch & Crane Co., 762 Henry Street, Brooklyn, has issued a new bulletin, No. 27, featuring the different types of "Silent Hoist" vertical and horizontal capstan winches and single and double drum winches, self-contained units complete with electric motor and gasoline drive.

New Lewis-Shepard Lift Truck

An addition to the "Singlelift" class of lift trucks is announced by the Lewis-Shepard Co., Boston. It is Type R, or "180," the latter deriving its name from the fact that this single stroke unit has a lifting radius of 180 degrees, being designed to operate in cramped spaces.

Storage Firm Head Indicted

A grand jury in Kansas City recently returned two indictments against the head of a local moving and storage company, one of them in connection with the inquiry, by the Kansas City Better Business Bureau, into storage advertising by firms which have not complied with the State law requiring filing of bonds to protect stored property.

The company whose head has been indicted is alleged to be one of the firms which failed to post the bonds, and the indictment charges him with having operated a warehouse without a license or a bond.

The other indictment accuses the defendant of refusal to return a \$600 piano to a customer.

WITH THE ASSOCIATIONS

HERE is presented in tabloid form the Association news that is *of general interest* to the industry as a whole. No effort is made to present complete reports of all Association meetings; the dissemination of such information is logically the work of the officers and the committee chairmen. What is presented here is in effect a cross-section review of the major activities so that Association members may be kept advised as to what "the other fellow" elsewhere in the country is thinking and doing. When annual or semi-annual meetings are held, more extended reports will occasionally be published.

American

WITH a view to learning the experience of going warehouse companies with regard to their financial returns, Chester B. Carruth, Chicago, cost accountant and statistician of the merchandise division of American Warehousemen's Association, has sent a questionnaire to virtually every divisional member operating 100,000 square feet or more and to nearly every cold storage divisional member operating 1,000,000 cubic feet or more, seeking information which would enable him to ascertain, from dependable data, the truth as to the potentialities of warehouse earnings.

It is Mr. Carruth's purpose to advise the country's investment bankers with regard to such earnings, in an effort to checkmate building and engineering promoters who hold out what the American's officers declare to be exaggerated prospects of profits possible in the operation of terminal warehouse projects. The effort to obtain the necessary statistics on the average earnings of going concerns is in accordance with action taken at the association's annual convention in French Lick, Ind., in January.

Up to early in April Mr. Carruth had not received sufficient returns on which to base a satisfactory analysis that would be representative of the industry.

Under Mr. Carruth's supervision a special committee—Wellington Walker, Charles W. MacDonald and Harry D. Crooks, all of Chicago—has begun a survey intended to establish standardization of depreciation allowances, in warehousing, for Federal income tax purposes. The effort is one—as Mr. Carruth outlined at the French Lick meeting—to effect a greater equity in the collection of income taxes by eliminating the present unfairnesses resulting from divergent rulings by examiners, and to bring about also savings in expenses to both taxpayers and the Government.

After notifying the Commissioner of Internal Revenue that the association was ready to undertake the survey, and having received the Commissioner's approval, Mr. Carruth received from members of the special committee their individual lists of depreciable items and corresponding rates of depreciation, as well as the methods used. A composite of these was referred to the committee, and an effort is being made to reconcile such

differences as exist. The merchandise division members will then be circularized with the results and they will be asked to cooperate by furnishing information based on their own experience.

When the members' replies have been received another composite list will be prepared and the special committee will reconcile the differences found, whereafter an amended list will be submitted to the division's executive committee for approval. The Commissioner of Internal Revenue will be advised of the result and it is expected that the Government will then circularize the entire industry.

The merchandise division committee and Mr. Carruth plan to cooperate in this work with a special committee representing the cold storage division and with the National Furniture Warehousemen's Association so that uniform rates may be established.

The Federal Storage & Van Co. and the Job Hedges Fireproof Warehouses, both in Tulsa, Okla., have been elected to membership in the merchandise division. C. D. Coggeshall is president and E. Ross Allen is secretary of the Federal and Job Hedges is owner of the firm bearing his name.

Canada

THE tenth annual convention of the Canadian Storage & Transfermen's Association will be held at the Mount Royal Hotel in Montreal on Thursday, Friday and Saturday, June 7, 8 and 9.

The sessions on the first day will be given over largely to merchandise discussions. The forenoon and part of the afternoon of the second day will be devoted to household goods topics. The balance of the afternoon will be occupied with consideration of railway cartage and traffic problems. Unfinished business and the election of officers will comprise the third day's program.

E. A. Quigley, Vancouver, the secretary, in his announcement regarding the convention says:

"The annual convention of any trade is the medium of organization which enables such industry, in a concentrated manner, to promote its interests. Business is changing, and changing rapidly; and fortunately the change is in the

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National

ANNOUNCEMENT is made by William I. Ford, Dallas, president of the National Furniture Warehousemen's Association, of the appointment of various committees for 1928. The chairmen of these committees are as follows:

Arbitration, F. L. Bateman, Chicago.
Code of practice, S. S. David, Chicago.
Cost and accounting, J. R. Zimmerman, Long Beach, Cal.
Finance, S. C. Blackburn, Kansas City, Mo.
Industrial relations, Buell G. Miller, Philadelphia.

Insurance, general, Charles S. Morris, New York; accident prevention, A. H. Hollander, Chicago; automobile, Henry M. Burgeson, Los Angeles; building, L. H. Tanner, Detroit; compensation, Nathan L. Goodman, Jersey City; fire prevention, Clarence A. Aspinwall, Washington, D. C.; transit, D. V. Murdoch, Pittsburgh.

Inter-city and long distance removals, general, Martin H. Kennelly, Chicago; central district, T. A. Jackson, Chicago; eastern district, Frederic E. Aaron, Philadelphia; Pacific Coast district, E. B. Gould, San Diego; southeastern district, J. L. Wilkinson, Charlotte, N. C.; southern district, E. M. Bond, Nashville, Tenn.; southwestern district, Elmer C. Lette, Oklahoma City; western district, Oliver Skellet, Minneapolis.

Legislation, O. W. Kreutzer, Milwaukee.

Membership, John A. Groves, Kansas City, Mo.

Motor vans and moving equipment, T. A. Jackson, Chicago.

Motor vehicle legislation, Arthur A. Leonard, Detroit.

Preparation and forwarding of export shipments, Walter J. Riley, Chicago.

Publicity, Morrison C. Wood, Chicago.
Rates, Melvin Bekins, Omaha.

Standard Forms, William H. Protzman, Philadelphia.

Traffic, M. J. Murray, Chicago.

Uniform estimating and packing, K. K. Meisenbach, Dallas.

Warehouse construction and operation, John G. Neeser, New York City.

In recognition of the experience and convention activities of women members, four of the feminine sex have received committee appointments from Mr. Ford. Miss Sarah K. Eldridge, East Orange, is on the industrial relations committee;



Scene at the annual convention of the Ohio Association of Commercial Haulers at the Hotel Winton in Cleveland on Feb. 22

Mrs. Myda L. Shattuck, Hollywood, Cal., on the transit insurance and warehouse construction and operation committees; Mrs. Sara M. Depenthal, Toledo, Ohio, on the membership committee, and Mrs. S. L. Shank, Indianapolis, on the rates committee.

The Lee Terminal & Warehouse Corp., Tampa, Fla., has been elected to membership in the National. The company's president, J. Edgar Lee, Chicago, is general president of the American Warehousemen's Association.

Canada

(Concluded from page 48)

right direction. Industries that had jogged along in pretty much the same course for many years have been shaken out of their complacent routine. Business methods and standards that had become so well established in practice as to be practically taken for granted as to last for all time find themselves in the witness box, to prove that there is a good reason for their existence—some reason more convincing than is to be found in the mere fact that they have served a proper purpose in the past.

"The change has been most marked in the field of merchandise and household goods storage and cartage. We have sharp and constantly sharpening competition and a reaching out in all directions for additional contracts with the purchasing public. It is not strange that in a situation like this, where only a properly developed sense of direction can make our high speed movement reasonably safe, the men in our field of business should have come to discover the value of united effort—of team work. And so we see our national organization developing through group effort.

"From the workman to the executive the spirit of cooperation invigorates our whole business movement. The importance of our association has come to rest on a sound logical basis. It serves

as a federation of local organizations in giving Canadian warehousemen and cartage men, as a whole, a collective voice, and the men of the industry are taking their organization seriously. They are giving their best thoughts to the real problems of their communities—the problems of business in which they are concerned; the problems that arise in their relation with each other and the public."

Massachusetts

THE work of the New England Council in its effort to stimulate New England business was outlined by R. W. Bowdoin, the Council's research executive, as the March meeting of the Massachusetts Warehousemen's Association, held at the Exchange Club in Boston on the 20th. Mr. Bowdoin said in part:

"Yesterday it was production methods, today it is distribution—and it will be so tomorrow as well—that determines industrial profits and losses.

"There are all the indications that prices must steadily decline. Lower prices have been, up to now, brought about by enormous increases in productive capacity. But this capacity to produce has apparently reached the limit of its usefulness, because there is hardly an industry—or an individual unit within an industry—that does not have the equipment to manufacture from 20 per cent to 70 per cent more than it is now making. It would therefore seem obvious that the slack must be taken up in lowering the cost of distribution.

"The warehousemen in New England have a vital interest in New England's industrial prosperity, because it creates New England's purchasing power. As New England's consumer demand increases, the warehouse interests in New England prosper. Who will ship goods to be stored in New England unless those goods can be profitably sold?

"The warehousemen in New England dealing continuously with the distribution problems of their clients, probably represent as concentrated a knowledge of physical distribution methods as

exists anywhere in this part of the country.

"What better insurance have they for the prosperous continuance of their own business than to use that information to help the New England manufacturers to solve their distribution problems?

"How much cash money would it be worth to warehousemen if they knew, today, the fundamental part that can and should be played by warehouses in modern distributive machinery?

"It is far from easy to determine that position, but it is comparatively simple to begin hunting for it. Here are some suggestions:

1. Warehousemen to put down on paper: (a) the various services, broadly grouped, they now offer; (b) the types of industries now successfully using those services.

2. Manufacturers, grouped by distribution needs, to put down on paper: (a) their present distribution troubles; (b) the services they require.

"Then get the warehousemen and the manufacturers in the same room and eventually the problem will be solved. But, remember this. It cannot be solved by contact between individual manufacturer and individual warehouseman."

In the absence of the association's president, Samuel G. Spear, Boston, who was attending an American Warehousemen's Association committee meeting in Philadelphia, William B. Mason, Providence, R. I., vice-president, was in the chair.

—S. F. Holland.

Pennsylvania F. W. A.

THE labor committee of the Pennsylvania Furniture Warehousemen's Association, in reporting through the committee chairman, Charles G. Fitzpatrick, at the organization's annual meeting in Philadelphia in February, made known some interesting figures, gleaned from a questionnaire, tending to show a wide variance in policies of member companies with regard to conditions of employment, especially of van drivers, helpers, packers and warehousemen. The

replies to the queries, according to Mr. Fitzpatrick, emphasized desirability of uniform methods—a problem frequently discussed at warehousing conventions.

The following tabulated results from the answers to the Pennsylvania questionnaire speak for themselves:

Number of Working Hours per Week

1 concern has a schedule of 49½ hours.
3 concerns has a schedule of 50 hours.
1 concern has a schedule of 53½ hours.
2 concerns has a schedule of 54 hours.
2 concerns has a schedule of 55 hours.
4 concerns has a schedule of 56 hours.
1 concern has a schedule of 59 hours.
1 concern has a schedule of 60 hours.

Starting Time

1 concern starts at 7:30 a. m.
14 concerns start at 7 a. m.

Quitting Time

13 concerns quit at 5 p. m.
5 concerns quit at 5:30 p. m.
7 concerns quit at 6 p. m.

Lunch Hour Period

2 concerns allow ½ hour.
13 concerns allow 1 hour.

Saturday Working Time

1 concern works 4½ hours.
6 concerns work 5 hours.
7 concerns work 6 hours.
1 concern works 9 hours.

Added Compensation (Local Work)

1 concern pays overtime before 8 a. m.
1 concern pays overtime before 6 a. m.
10 concerns pay overtime before 7 a. m.
3 concerns pay no overtime.
1 concern pays overtime after 5 p. m.
5 concerns pay overtime after 6 p. m.
1 concern pays overtime after 6:30 p. m.
3 concerns pay overtime after 7 p. m.
2 concerns pay overtime after 8 p. m.

Hourly Overtime Rate

1 concern pays no overtime.
2 concerns pay 50 cents.
1 concern pays time and ½.
8 concerns pay regular hourly rate.

Saturday Overtime

3 concerns pay no Saturday overtime.
3 concerns pay after 12 noon.
3 concerns pay after 1 p. m.
1 concern pays after 2:30 p. m.
1 concern pays after 3 p. m.
1 concern pays before 7 a. m. and after 1 p. m.
1 concern pays no overtime in winter, but after 1 p. m. in summer.

Long Distance Trips

15 concerns require receipted bills.

Allowance for Each Meal

4 concerns allow 50 cents per meal.
8 concerns allow 75 cents per meal.
1 concern places no limit.
1 concern allows 50 cents for breakfast and lunch and 75 cents for supper.

Allowance for Lodging

1 concern allows no lodging.
11 concerns allows \$1.00 for lodging.
1 concern allows \$1.50 for lodging.
1 concern places no limit.

Allowance for Garage

13 concerns allow for garaging.

1 concern allows no garaging.

Lunch for First Day

7 concerns allow for lunch first day.

6 concerns allow no lunch first day.

1 concern depends on conditions.

Allowance for Breakfast

5 concerns make allowance for breakfast before 5 a. m.
4 concerns make allowance for breakfast before 6 a. m.
1 concern makes allowance for breakfast before 6:30 a. m.
1 concern makes allowance for breakfast before 7 a. m.
4 concerns have no set rule.

Allowance for Supper

1 concern allows for supper after 5 p. m.
2 concerns allow for supper after 6 p. m.
1 concern allows for supper after 6:30 p. m.
3 concerns allow for supper after 7 p. m.
3 concerns allow for supper after 8 p. m.
1 concern allows for supper after 9 p. m.
3 concerns have no set rule.

Allowance for Overtime on Long Distance Trips

9 concerns allow no overtime.
4 concerns allow no overtime.
1 concern has no set rule.

D. R. Crotsley



Recently reelected president of the New Jersey Merchandise Warehousemen's Association, Mr. Crotsley is vice-president of the Lehigh Warehouse & Transfer Co., Inc., Newark

One concern states that if a trip takes 24 hours, it does not pay overtime, but pays the drivers \$8 and helpers \$6 for the trip, no matter whether it takes 24 hours or a week.

Holidays Allowed

1 concern allows four full holidays and one half-holiday.
4 concerns allow six full holidays.
9 concerns allow seven full holidays.
1 concern has no set rule.

Absence in Case of Sickness

9 concerns do not pay in case of sickness.
4 concerns pay in case of sickness.
1 concern pays one week, or less.
1 concern pays half-wages to employees of long standing.

Damage

13 concerns do not hold employees responsible for damage.
1 concern does hold employees responsible for damage when possible.
1 concern deducts from the pay of the crew one-half the total cost of the damage, regardless of responsibility.

Wages per Week

1 concern pays its drivers \$25.00.
1 concern pays its drivers \$25.00 (for driving two-ton trucks).
1 concern pays its drivers \$26.00.
2 concerns pay its drivers 27.00.
1 concern pays its drivers 27.00 to \$45.00.
2 concerns pay its drivers 28.00 to 30.00.
1 concern pays its drivers 27.00 to 30.00.
1 concern pays its drivers 28.00 to 32.00.
1 concern pays its drivers 28.30 (for driving 3-ton trucks).
1 concern pays its drivers 29.00.
1 concern pays its drivers 30.00.
1 concern pays its drivers 30.00 (for driving 5-ton trucks).
1 concern pays its drivers 26.00 to \$30.00.

1 concern pays its helpers \$21.00.
2 concerns pay its helpers 22.00.
2 concerns pay its helpers 22.00 to \$24.00.
1 concern pays its helpers 22.50.
1 concern pays its helpers 22.00 to 26.00.
1 concern pays its helpers 24.00 to 26.00.
2 concerns pay its helpers 25.00.
3 concerns pay its helpers 24.00.
1 concern pays its helpers 24.00 to 30.00.
1 concern pays its helpers 30.00.

1 concern pays its packers \$22.00 to \$30.00.
3 concerns pay its packers 25.00.
2 concerns pay its packers 27.00 to 30.00.
1 concern pays its packers 30.00 to 32.00.
7 concerns pay its packers 30.00.

1 concern pays its warehousemen \$24.00 to \$32.50.
3 concerns pay its warehousemen 25.00.

Distribution and Warehousing
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1 concern pays its warehousemen \$25.00 to 27.00.
3 concerns pay its warehousemen 27.00.
4 concerns pay its warehousemen 30.00.
1 concern pays its warehousemen 35.00.
1 concern did not report wage scale.

—K. H. Lansing.

Pacific Coast F. W. A.

INTEREST on overdue storage accounts and the age-old question of price-cutting were the principal subjects of discussion at the March meeting of the central division of the Pacific Coast Furniture Warehousemen's Association, at the Athens Club, Oakland, Cal., on the 10th. C. C. Lockett, Sacramento, newly-elected president of the P. C. F. W. A., was given a rousing cheer when he appeared at the head of the long table, around which were gathered some twenty-five members representing eight cities or northern and central California.

Mr. Lockett presented a pamphlet containing the code of practice of the National Furniture Warehousemen's Association, and read the first section, suggesting that a part of the pamphlet be read at each monthly meeting in the future. He then asked A. J. Becker, San Francisco, recently-elected regional vice-president for this section, to take the chair, and henceforward to preside over the meetings of the central division, so as to give the president more time for general activities of the whole association.

E. C. Lyon of Oakland led the discussion on the charging of interest on overdue accounts. He said it was good practice on the theory that, if a bank had the right to charge interest on money it loans, the storage executive had just as much right to collect interest on overdue accounts receivable, which tie up money rightfully belonging to him. He said his own company always had charged 8 per cent, starting with the fourth month overdue, and he believes this system brought in more money than the method, indorsed by the P. C. F. W. A., of charging 1 per cent a month after the sixth month overdue, because the average length of time of a lot in storage was only four months.

"Charging interest not only gives the warehouse man an earned return on the money he has invested, but it speeds up collections and does not leave so many overdue accounts on hand to be sold," said Mr. Lyon. "Further than this, it should be noted that the charging of 1 per cent a month on all overdue accounts amounts virtually to 12 per cent compounded monthly, which is in excess of the maximum legal rate of interest, and might make the warehouseman liable to legal action on charges of usury."

The subject called forth much discussion, both as to the rate to be charged and the month of overdue storage at which the charge should commence.

Mr. Becker introduced M. Bulkeley, Oakland, who led the discussion on methods of combatting price-cutting.

"There are certain fundamentals in price-cutting with which most of us are familiar, but, though these are apparent, the solution of the problem still is a long

way off," Mr. Bulkeley said. "Price-cutting may be caused by poor salesmanship, and probably this is the cause of it in more cases than we realize. It is possible to combat this phase of it by the management refusing to accept excuses or alibis from salesmen. Poor facilities and equipment in the hands of the price-cutter also result in price reductions, showing that cheaper price means cheaper service, and this last statement is usually true, whether the price cutter is well or poorly equipped. He cannot cut rates below their legitimate level without reducing his service in some manner.

"Economic necessity is a factor in price-cutting which may not be recognized. This may be caused by over-expansion of storage or trucking facilities in a community. A remedy for this is to try to prevail on truck distributors and dealers in our respective communities to refrain from selling trucks to irresponsible operators with little or no capital. Bad management, resulting in peak loads, and leaving equipment idle for considerable periods, may impel the operator to reduce rates in a vain effort to put his business on an even keel.

"Price-cutting undoubtedly undermines public confidence, both in the individual doing it and in the industry in which he moves. It should be combatted by all of us, not only for our individual sakes, but for the general good of the industry, from which, it should be said, we all profit. Cut-price shoppers are a critical class. After much sharp bargaining, before and after giving their orders, they are most likely to find fault with the service all the way through.

"I have given thus subject long and hard consideration, and the only satisfactory manner to combat price cutting, it seems to me, is by means of a strong association, embracing the largest possible number of warehousemen in each community. This large and comprehensive membership in itself works against price cutting by any individual, and the co-operative methods of the association furnish another safeguard against this undesirable and ruinous practice."

An interesting legal condition was brought out by one of the members who stated that, in preparing for a sale of goods to recover charges, he had been advised by his attorney that it was necessary for him to make three separate insertions of his advertisement of the sale. Under the Warehouse Receipts Act, the law reads that "the sale shall be advertised once a week for two consecutive weeks," but the attorney held that this means three insertions of the same advertisement.

—H. H. Dunn

Kansas

THE Kansas Warehouse & Transfermen's Association, following the holding of its annual convention in Topeka in February, has begun issuing an association bulletin. The first issues carried pictures of U. O. Bryan, Wichita, the first president and his successor, C.

WITH THE ASSOCIATIONS

M. Drennan, Arkansas City, the present president. The membership roll published lists twenty-three companies in thirteen cities.

Mr. Drennan has announced the appointment of committees the chairmen of which are as follows:

Conventions, H. W. Corr. Membership, J. F. Dee. Legislation, E. F. Dean. Advertising, Harley Gover. National associations, J. R. Cody. Inter-city removals, U. O. Bryan. Rates and costs, Earl Jones.

Texas

FOLLOWING the holding of the annual convention of the Texas Warehouse & Transfermen's Association, in Houston in February, K. K. Meisenbach, Dallas, the new president, has announced appointment of committees the chairmen of which are as follows:

Legislative, William I. Ford. Insurance, Gus K. Weatherred. Uniform

K. K. Meisenbach



Recently elected president of the Texas Warehouse & Transfermen's Association, Mr. Meisenbach is president of the American Transfer & Storage Co., Dallas

practices, general chairman, L. G. Riddell; merchandise chairman, D. W. Tackett; household goods chairman, L. G. Riddell; long distance moving chairman, O. E. Latimer; rigging and heavy hauling chairman, F. G. Dorsey. Constitution and by-laws, R. E. Abernathy. Program and entertainment, E. D. Balcom. Membership, A. L. Hernandez. Advertising and business creation, Benjamin S. Hurwitz. Code of ethics, E. T. Keough. Employment, William I. Ford. E. D. Balcom is chairman of the executive committee.

A bulletin issued by the field secretary, Col. Neill H. Banister, Houston, includes the following:

"The long distance moving regulations

which were adopted at the Houston convention obligate every member to report to the association's removals bureau every load he has going from his own city to any other. We vitally need this information to attempt the matching of loads, and we will need it also to extend the volume of this kind of business, as further regulations which we may desire will be governed by the volume of business in this field. When sending a load to another point in the State where we have only one member, have your driver report to that member, on his arrival, for any information concerning a matched or return load for your equipment. For the present in cities where there are more than one member have your driver report to:

"Houston, Texas Removals Bureau, 712 Marine Bank Building. San Antonio, Scobey Fireproof Storage Co. or Merchants Transfer Co. Dallas, W. H. Fry Co. Fort Worth, Prescott Storage Co. Waco, Texas Fireproof Storage Co. Amarillo, American Warehouse & Storage Co. Corpus Christi, Patten Transfer & Storage Co."

Iowa

THE Iowa Warehousemen's Association at its annual meeting, held in Des Moines, elected officers and directors as follows:

President, John J. Brady, president Brady Transfer & Storage Co., Fort Dodge.

Vice-president, C. E. Dragoun, president Dragoun Transfer & Storage Co., Ames.

Secretary and treasurer, Paul Bekins, vice-president Bekins Van & Storage Co., Sioux City.

Directors, the foregoing and F. C. Eslick, president Cadwell Transfer & Storage Co., Mason City; R. C. Wilson, owner Wilson's Transfer & Storage, Boone; Joseph Schick, president Merchants Transfer & Storage Co., Davenport; C. D. Cass, president Iowa Warehouse Co., Waterloo.

Southern

SYDNEY M. GREEN, JR., Nashville, recently retained as executive secretary of the Southern Warehousemen's Association, has inaugurated publication of a bulletin devoted to the organization's activities. The first issue announces the election of the following companies to membership:

Arkansas—Little Rock, Merchants Transfer & Warehouse Co.

Florida—Jacksonville, Union Terminal Warehouse Co.; St. Petersburg, Bonded Storage Warehouse; Tampa, Southern Line, Inc.; West Palm Beach, Guaranty Warehouse Co.

Louisiana—New Orleans, Douglas Public Service Corp. and O. K. Storage & Transfer Co.

North Carolina—Statesville, Statesville Bonded Warehouse.

WITH THE ASSOCIATIONS

Distribution and Warehousing
May, 1928

New York F. W. A.

AT the April meeting of the New York Furniture Warehousemen's Association, held at the Aldine Club on the 9th, the chief theme of discussion was the Allied Van Lines, Inc., organized by the National Furniture Warehousemen's Association. (The facts and suggestions brought out have been incorporated in the story of this situation, beginning on page 7.)

The better business methods committee, Thomas F. Murray, offered the following resolution which was unanimously adopted:

"It is the sense of this meeting that, considering the kind of service rendered by the forwarding companies, freight rates quoted by such forwarding companies, members of this association, should be uniform and that such freight rates should not include packing, unpacking or cartage at either end of the movement."

The arbitration clause in the association's standard moving order form was amended by adding a few words, so that the clause, as finally adopted, now reads:

"Any dispute or claim arising out of or for the breach of this agreement shall be settled by arbitration under the arbitration law of the State of New York and under the rules of the American Arbitration Association, provided, however, that upon any such arbitration the arbitrator may not vary, modify or disregard the foregoing provision respecting the declared or agreed valuation of the goods, *in accordance with the original contract for the storage of the property.*"

The italicized words are the ones added.

On motion by Walter W. Weekes, secretary of the Furniture Warehousemen's Association of Brooklyn and Long Island, the New York body voted to support the Brooklyn organization in the latter's action recommending the charging of higher storage rates (as set down elsewhere herewith).

As chairman of the October leasing committee Ernest H. Milligan reported progress in the effort to even out the moving season peaks and valleys locally. He said the Harlem Chamber of Commerce had indorsed the plan and that he was in communication with the lighting, gas and telephone companies and would approach the real estate interests.

—K. B. S.

Michigan W. A.

THE weekly meetings of the recently organized Michigan Warehousemen's Association are proving helpful and stimulating both in a business and social way, as they have afforded the representatives of the seventeen member companies, all located in Detroit, to become better acquainted in a short time than would have been possible through monthly gatherings only. At the same time they have speeded action on problems of mutual concern. Several definite courses of action have been planned which are not yet being made public.

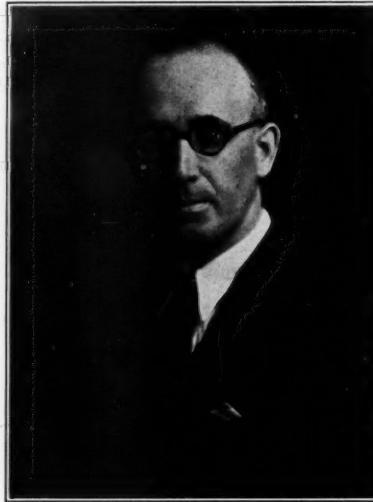
Beginning with April, the strictly rou-

tine business is to be transacted on the final Monday of each month. The other three or four sessions of each month will be devoted to discussion of problems, suggestions for action, etc.

The association has opened a headquarters in Room 815 of the Transportation Building, Detroit, and has retained Don C. Jordan, experienced in warehousing, as executive secretary.

Mr. Jordan, who is 38 years old, lived most of his life in Seattle. After completing his high school course he entered the employ of Frank Waterhouse & Co., general shipping agents, as office boy. During the ensuing eight years he was advanced through various departments until he became assistant traffic manager. Part of this time he was for two years assistant manager of the Arlington Dock Co., a subsidiary, his duties including supervision of handling of

Don C. Jordan



Formerly a storage terminal operator in Seattle, Mr. Jordan has been appointed executive secretary of the recently organized Michigan Warehousemen's Association

freight from ship to rail, together with taking care of storage on the docks.

Mr. Jordan resigned from the Waterhouse company to enter business for himself, as a public weigher under the name of The Jordan Co., which is still in operation under the management of his brother-in-law. While engaged in the weighing business Mr. Jordan and W. S. Cahill, now traffic manager of the Port of Seattle, organized the Jordan Terminal, which later was consolidated with the Seattle Transfer & Storage Co. He was president of the Jordan Terminal, managing the business for two years, until the consolidation, and took an active part in the affairs of the local warehousemen's association in Seattle.

In November, 1925, Mr. Jordan disposed of his Seattle interests and went to Florida, where he remained until 1927, when he removed to Waukegan, Wis.

—Universal Trade Press Syndicate.

New Jersey F. W. A.

THE New Jersey Furniture Warehousemen's Association, which meets customarily in New York, went to Camden for its March meeting, on invitation extended by Leslie W. Bell, president of the Bell Storage Co., a Camden member, to inspect his household goods depository recently opened for business. More than sixty storage executives were present from New Jersey cities and towns and Philadelphia, Baltimore and New York City.

At the business session George Sebold, Elizabeth, read a letter from the National Furniture Warehousemen's Association regarding the incorporation of the Allies Van Lines, Inc. [see page 7], the New Jersey body being asked to pay the cost of the certificate necessary for the new corporation to do business in New Jersey. It was voted that \$50 be appropriated for this purpose.

The legislative committee reported little likelihood of enactment, by the State Legislature, of the proposed removal law.

Mr. Bell was host at a dinner and a cabaret show.

—Universal Trade Press Syndicate.

Montreal

MEMBERS of the Montreal Warehousemen's Association who operate fireproof buildings have decided that the method of charging for storage should be changed so as to separate the handling charges from the storage charges.

A special committee is making a study of extra services, such as unloading cars, making out bills of lading, tagging, stenciling, advising, preparing freights, supplying negotiable receipts, weighing, sampling, coopering and all labor incidental to the keeping of customers' accounts whether the labor is performed in the warehouse or is clerical, and is recommending charges for such extra services.

The committee's report is expected to be completed by the fall months. Meanwhile, after the preliminary work is finished, the operators of non-fireproof warehouse will be invited to cooperate.

Brooklyn

THE Furniture Warehousemen's Association of Brooklyn and Long Island at its April meeting, held on the 2nd, recommended to its members the charging of higher rates for household goods in storage—\$10 a month in fireproof and \$7 a month in non-fireproof buildings.

Harry W. Wastie, vice-president, was again in the chair in the absence of its president, Edward T. Jenkins, who is under medical treatment for throat trouble.

About forty-five members were present. They voted to have an annual "Boosters' Dinner." The first one was held on April 21.

—P. J. O'Connor.

Connecticut

WITH eighteen members and twenty guests attending, the April meeting of the Connecticut Warehousemen's Association, held in the Cafe Mellone in New Haven on the 12th, proved one of the most constructive sessions in the organization's activities.

Fred W. Orr, of the Connecticut Chamber of Commerce, told of the work of that organization and on motion by E. G. Mooney, Hartford, it was voted to apply for membership on the basis of \$100 a year, entitling the association to have three of its executive officers representing it with the Chamber and to have one member as a Chamber director. Leonard S. Clark, Greenwich, the association's president, appointed Frank W. Valentine, New Haven, Frank E. Hess, Waterbury, and William R. Palmer, the secretary, a committee to work out the details.

The plan, as announced in newspapers, to make New London, Conn., a port of arrival for ships from England and France was discussed. President Clark expressed his opinion that the association should do what it could to back any such development, and he appointed J. N. Snow, New London, and Mr. Mooney to serve with him on a committee to that end.

On behalf of A. J. Brosseau, of the National Automobile Chamber of Commerce, a paper on national truck legislation was read by D. C. Fenner. The latter called attention to the bus transport regulation bill now before Congress and said trucking interests might be endangered by the simple elimination of the word "passenger," which would make the bill apply to all motor vehicles.

Truck Regulation

Mr. Brosseau's paper touched on motor transport as an aid to warehousing, considered problems of present-day buying practices, and discussed truck regulation. On the latter point he said in part:

"The large public investment in highways and motor transport should result in great care being taken lest their value be materially lessened or impaired by ill-advised attempts on the part of poorly informed persons or interests who could sharply restrict the flexibility of the vehicle by so-called 'regulation.' . . .

"All States today regulate the vehicle as to its size, weight and load. It is my belief that nothing further is necessary or desirable at this time in the interest of either the shipping public or the carrier.

"The truck performs a highly specialized service which no other transportation agency can render. Its value rests in its flexibility. Obviously nothing should be done arbitrarily to increase the cost of that service to the public, and yet what other effect could regulation possibly have? It would not restore the movement to the rails. It would not affect the present competition. It could not better the service.

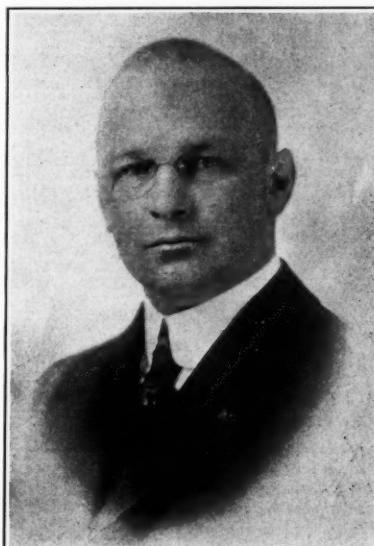
"Suppose we had regulation. How would it be possible, for instance, to fix

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fair rates, routes and schedules for your truck distribution service? Suppose a carlot shipment of canned goods arrived, requiring special handling and unusually prompt delivery to points beyond your usual economic range of delivery. How could night handling or special operation be handled? Can these operations be regulated or subjected to rate-fixing in the same way that railroad common carrier service is handled?

"The whole trend in distribution today is toward a quickened service. The public wants what it wants when it wants it and not later. Motor transportation and warehousing can meet this demand. Bad roads and unnecessary regulation stand in the way of complete service. It is our job to help the public to break down these and other unnecessary cost elements in modern distribution."

George Kindermann



Reelected president of the Upper New York Warehousemen's Association

Mr. Brosseau said he believed that during the coming year "we are going to witness a closer and more effective system of what might be called 'chain warehouse distribution,' aided and abetted on the one hand by excellent rail transportation and on the other by a coordinated motor transport service." He added:

"Present day merchandising competition has demanded changes. 'Forewarned is fore-armed,' so that we should move today to study tomorrow's needs.

"I regret that so little is known about the relationship of the motor vehicle to merchandise warehouse distribution. The Transportation Division of the Department of Commerce has been asked to undertake an intensive survey of the economics of this operation. I understand the suggestion was favorably received and is now under consideration. This would be a most helpful move and would do much to further the valuable

contact between warehousing and motor transport.

"The effectiveness of the motor vehicle in distribution has been handicapped by the lack of knowledge of its ability and I believe our industries might well unite in urging on the Department of Commerce that it act promptly and fairly in undertaking this study at an early date.

"Much of the future of merchandise distribution depends on the highway system of the nation. The main roads are from 65 to 75 per cent improved but already traffic demands wider roads and more roads. Your industry can render valuable aid in working toward a well developed system of improved highways. Roads and the motor vehicle have done far more than is commonly realized in coordinating and supplementing rail transport, enabling it to reach its present efficiency."

Bronx

THE Upper New York Warehousemen's Association, organized several months ago by furniture storage executives operating in the Bronx section of the metropolis, elected officers and directors for the new year at a meeting on April 5, as follows:

President, George Kindermann, president Julius Kindermann & Sons, Inc.

Vice-president, Frederick Kohlenberger, president Kay Moving Service, Inc.

Secretary, Charles H. Rix, president Charles H. Rix, Inc.

Treasurer, William A. Santini, treasurer Dayton Storage Co., Inc.

Directors, the foregoing and Godfrey Santini, Santini Bros., Inc.; J. H. Coughlin, Lee Brothers, Inc.; Ernest Silverstone, Carmen Fire-Proof Storage Warehouse, Inc.; Louis Cella, president G. Santi & Sons, Inc.; Peter Petrone, Bronx Van Co.

Washington M. F. A.

UNANIMOUSLY indorsing the State safety campaign and agreeing to make all its members' vehicles stop at railroad crossings, the Washington Motor Freight Association closed its sixth annual convention with a banquet, at the New Washington Hotel in Seattle, on April 4.

An association emblem was chosen, and this will be mounted on the members' 537 trucks.

It was voted to start an immediate aggressive campaign to extend the organization's activities throughout the Pacific Northwest, the first drive to be launched in Oregon.

Officers for the new year were elected as follows:

President, Joseph G. Ryan, president Pacific Motor Transport Co., Seattle.

Vice-presidents, E. R. Taylor, secretary Independent Truck Co., Inc., Everett; A. E. Beard, president Oregon Auto Despatch, Portland (Ore.); G. C. Early, Spokane.

Secretary-treasurer, T. C. Fox, Seattle.

—Universal Trade Press Syndicate.

WITH THE ASSOCIATIONS

Distribution and Warehousing
May, 1928

Michigan F. W. A.

THE plan of the National Furniture Warehousemen's Association to control long distance removals of household goods through the agency of the Allied Van Lines, Inc. (as set down on page 7), was explained to members of the Michigan Furniture Warehousemen's Association at a special meeting of the State organization in Lansing on April 11.

The principal speaker was Henry Reimers, Chicago, the National's executive secretary, who outlined the development at length and answered questions regarding it.

The plan was enthusiastically received and the association pledged its support.

It was considered probable that James D. Dunn, Detroit, the organization's president, would call an early special meeting in Detroit to work out the necessary plans for operating in connection with the Allied Van Lines, Inc.

—Universal Trade Press Syndicate.

Detroit

PLANS for concentrating all long distance transport of household goods under one head in Detroit were discussed at the April meeting of the Detroit Furniture Warehousemen's Association, held at Webster Hall on the 6th.

Arthur A. Leonard, president, outlined the possibility of designating one member-company to handle all long distance hauling for the other members, the others to act as selling agents.

Although there was strong sentiment in favor of the idea, there was also well-defined opposition, and no action was taken.

The meeting was held prior to the one in Lansing at which the Michigan Furniture Warehousemen's Association (as set down elsewhere herewith) considered the Allied Van Lines, Inc., of the National Furniture Warehousemen's Association.

—Universal Trade Press Syndicate

Spokane

AT the annual meeting of the Spokane Warehouse Association, W. E. Petty, manager of the Pacific Transfer Co., was chosen president. Charles F. Chase, owner of the Chase Transfer & Storage Co., was elected vice-president, and W. B. Fohlin, secretary of the Spokane Transfer & Storage Co., treasurer. J. R. Babcock, Jr., continues as secretary.

Notes

R. H. Switzler, St. Louis, president of the American Institute of Refrigeration, with which cold storage warehouse executives are identified, has announced the appointment of Louis Baron as executive secretary, with offices at 203 West 13th Street, New York City. Formerly secretary and treasurer of the De La Vergne Machine Co., New York, Mr. Baron succeeds Ralph C. Stokell, who

recently resigned as the Institute's executive secretary to become general manager of the National Cold Storage Co., New York and Jersey City.

The Institute will hold its seventeenth annual meeting on May 10-11 at the Washington Hotel, Washington, D. C.

The Van Owners' Association of Greater New York at its annual meeting elected as president William T. Bostwick, president of the Thomas J. Stewart Co. Mr. Bostwick is secretary of the New York Furniture Warehousemen's Association and of the New York State Warehousemen's Association and is a past president of the New Jersey Furniture Warehousemen's Association and a past director of the National Furniture Warehousemen's Association.

On the proposed new seal of the Texas Warehouse & Transfermen's Association are carried the words *Service, Security and Integrity*. "It is my hope," according to Neill H. Banister, field secretary, "to qualify fully every member of the Texas association under these three attributes, and to keep them so."

The Illinois Furniture Warehousemen's Association has adopted arbitration rules in conformance with recommendations by the National Furniture Warehousemen's Association. The Pennsylvania Furni-

Morris Recovering from Illness

CHARLES S. MORRIS, president of the Metropolitan Fire-proof Warehouse, Inc., New York, and who was the first president of the National Furniture Warehousemen's Association, is recovering from a serious illness.

Several months ago Mr. Morris suffered a breakdown from nervous fatigue and was confined to his home in the Flatbush section of Brooklyn. Following a rest in Atlantic City, N. J., he attempted to resume work at his office, but collapsed under the strain. Late in April he had responded sufficiently to medical treatment to permit him to go to Lakewood, N. J., to recuperate.

ture Warehousemen's Association and the New York Furniture Warehousemen's Association had previously adopted such rules.

The Baier Transfer & Storage Co., Detroit, Mich., has joined the recently-organized Michigan Warehousemen's Association.

The Rucker Bonded Warehouse Corp., Greensboro, N. C., and J. A. Fisher's Transfer & Storage Co., Richmond, Va., have joined the Southern Warehousemen's Association.

Warehousing Is on Program of Distribution Institute

WITH "The Public Warehouse in the Distribution of Goods" as one of the assigned subjects of discussion, an Institute of Distribution is being established by the School of Business of Columbia University, New York, it is announced by Professor James C. Egbert, director of the school. The first meeting, in which business leaders from all parts of the country will be invited to participate, will be held in New York on dates yet to be selected. It is purposed to make the institute an annual event occupying two weeks.

"There is apparently almost general agreement among leading business that the distribution of goods is now and will continue to be for some time to come the most important problem in American business," according to Professor Egbert.

"The facts of the situation are overcapacity in production; enormous recent advances in the technique of production; sharpened competition both at home and abroad; a consuming public exercising choice as never before; the anomaly in American history of a high degree of general prosperity at a time of general falling prices; and the urgent need to keep industry going, labor employed and general prosperity extended.

"One purpose of the institute is to provide a properly organized medium including a dignified forum and later publication of contributions, through which leaders in business may appropriately announce their findings and views in somewhat the same manner as professional and scientific associations now serve their respective fields.

"Another purpose is to secure the interest of business leaders in the development of principles and practices helpful to better distribution along scientific lines."

At the institute meetings each topic will be introduced by an outstanding business authority. The subjects selected for consideration include the following:

The Public Warehouse in the Distribution of Goods; Distribution a National Problem; Government's Share in Working Out the Solutions; Business Organization to Meet the New Problems; The New Business Cooperation; Distribution Problems and the Law; Preventable Wastes in Distribution; New Emphasis on the Study of Consumption; What Do We Know About Business Forecasting? Markets and Their Measurement; Whither Advertising? New Policies in Buying and Selling Goods (including hand-to-mouth buying and instalment selling); Outlook for Distribution of Manufactured Goods (including trademarked goods, staples non-trademarked, and style goods); Outlook for Distribution Through Wholesalers (including general wholesaling, specialized service wholesalers, and manufacturers' agents); Outlook for Distribution Through the Chain Stores.

Bus Control Bill May Prove Model for Truck Regulation

Distribution and Warehousing's Washington Bureau,
1163 National Press Building.

THE Watson-Parker bus control bill now being considered by the Committee on Interstate and Foreign Commerce of the House of Representatives contains no provisions for regulating trucks in interstate commerce, nor have any of those appearing at the hearings advocated control of trucks.

The general sentiment of those heard by the committee has been in favor of regulation of buses in interstate commerce, but many have expressed opposition to some of the details of the bill. The bus division of the American Automobile Association, the steam railroads, the electric street railways, and the public utility commissioners of the States in general, support the bill, with few suggestions for change, and urge that it be passed promptly "to end the chaotic condition of interstate bus traffic."

The National Automobile Chamber of Commerce, representing the manufacturers of bodies for motor vehicles, is the chief opponent of the bill as it stands. Representatives of this organization declare that the machinery set up by the bill is unworkable and too detailed.

They particularly object to the delegation of power to the State boards having jurisdiction over public utilities. Under the terms of the bill a bus operator desiring to operate a bus line in interstate commerce would apply to the proper boards of the States concerned for a certificate of convenience and necessity, giving proper assurance of responsibility, etc. Either the individual State boards or a joint board consisting of representatives of the States concerned could issue the certificates, with the right of appeal to the Interstate Commerce Commission.

The N. A. C. C. declares this is too complicated and expensive, and insists that application should be made direct to the Interstate Commerce Commission, which would then be empowered to appoint a joint board of the States concerned to hold hearings on the application.

Representative James S. Parker, New York, chairman of the committee and author of the bill, expressed himself as favorable to such a suggestion, and told this correspondent that the bill would probably be redrafted, but that the principles of regulation would be retained as they are.

Of Interest to Truck Owners

Operators of trucks in interstate commerce, however, should not feel that the bill is entirely without interest for them. Representative Parker forecasts that some time Congress will enact legislation regulating trucks in interstate commerce. If so, the machinery set up by this bill to control bus traffic would in all likelihood be used for the control

WASHINGTON NEWS

of interstate freight traffic by motor vehicles.

The general purposes of the bill are to require a certificate of convenience and necessity for bus lines operating as common carriers in interstate commerce; to require sufficient guarantee of responsibility in case of accident resulting from the negligence or carelessness of the bus operator; and to assure reasonable and just charges.

The penalty provided in the bill for violation of its provisions or of any regulation or order established under it is a fine of not more than \$100 for the first offense and a fine of not more than \$500 for each subsequent offense. Each day of violation would constitute a separate offense.

Under the provisions of the bill any bus line which has been continuously in successful operation for one year prior to the date of the opening of the session of Congress in which the bill is enacted would have *prima facie* evidence of public convenience and necessity, if it is still in successful operation at the time of the application for a certificate.

Hearings were begun in the House committee on April 10, and continued through April 13, and were resumed on April 17. No hearings have been held in the Senate Committee on Interstate Commerce, to which was referred the bill introduced by Senator James E. Watson, Indiana. This bill is identical with the Parker bill.

The Watson-Parker measure follows in general the recommendations contained in the proposed report of Leo J. Flynn, attorney-examiner for the Interstate Commerce Commission, who made an eighteen-months' study of bus traffic throughout the country. The final report has not yet been made.

—R. A. B.

Macomber Estate Is Valued at Approximately \$138,000

Distribution and Warehousing's Washington Bureau,
1163 National Press Building.

THE estate of the late Edward A. Macomber, who was president of the United States Storage Co. here, was valued at more than \$138,000. His will names Henry S. Mott, his partner in the business and his successor as the firm's president, executor.

Mrs. Nancy J. Macomber, the widow, is willed an annuity of \$6,000 and a life interest in the home and household effects, and real estate.

George E. Macomber, a son, is to have an annuity of \$1,800, and is named residuary legatee.

Both annuities are to be charged against that portion of the company's stock owned by the deceased.

Raymond E. Macomber, a son, now the firm's vice-president, is given twenty-nine shares of stock in the company, subject to the payment of the annuities to his mother and brother.

Edward A. Macomber built up his estate after middle life. He died on March 14 at the age of 82.

—R. A. B.

I. C. C. Final Report Urges No Truck Regulation Now

Distribution and Warehousing's Washington Bureau,
1163 National Press Building

THE Interstate Commerce Commission, in its final report on the investigation of truck and bus activities which it had been conducting for nearly two years, declared there was no present necessity for Federal Regulation of motor trucks engaged in interstate commerce and that Congress need not legislate on this subject now. The report was made public on April 21.

In reaching its conclusion the Commission differed from the findings of its examiner, Leo P. Flynn, whose report had proposed regulation of trucks and buses alike.

The Commission's decision is tantamount to an indorsement of the general features of the Parker bill for bus regulation (elsewhere mentioned on this page). The Commission said in part:

"Regulation of interstate commerce by motor vehicles operating as common carriers of passengers on the public highways over regular routes or between fixed termini should be provided for by law. The regulation of motor bus lines is more practicable and would present fewer difficulties than the regulation of common carrier motor truck lines.

"While experience may show that the interstate transportation of property by motor vehicles operating as common carriers on the public highways should be regulated, there does not appear to be at this time public need therefor."

These findings leave the way open for future regulation of interstate common carrier truck operations but make it unlikely that such regulation will be attempted soon.

The body of the Commission's report follows almost exactly the text of Examiner Flynn's proposed report (published at length in the March issue of *Distribution and Warehousing*). Except for the elimination of trucks the recommendations are similar to those proposed by the examiner and include giving State utility commissions original jurisdiction over bus operations, requiring certificates of public convenience and necessity for establishment of bus lines, and liability insurance or indemnity bond, and regulation of rates and schedules.

The Commission recommends that rail and water lines be authorized, but not required at this time, to participate in joint rates and through routes with motor bus or motor truck lines holding certificates of public convenience and necessity from some regulatory body, and that such rates be subjected to the interstate commerce Act.

The Commission asserts that motor truck common carriers are subject to the present provisions of the transportation of explosives Act, the bills of lading Act, and the Clayton anti-trust Act.

—P. G. L.

Old Family Album Unfolds

Career of John Mulligan

(Continued from page 40)

there that the youth learned to love—and master—horses. These attributes were destined to bring him fame in later years, but he probably never thought of that while riding his first race on an improvised track in an Ohio farming community.

Leaving Ohio, the youthful adventurer set out to see the world. He had saved \$50—a pretty sizable sum in those days—and with this tucked securely in his pocket he reached Wheeling, W. Va. There, while he was waiting for a river boat, two men lured him into a barn and relieved him of his roll and his watch as well as leaving him hungry, out of work and alone among strangers.

The Stowaway

Young Mulligan knew some people in Illinois whom he was anxious to reach. The boat had come in by now, and the crew was busy loading it with horses. Walking along the gangplank beside a horse and simulating an air of helpfulness was not a difficult matter under the circumstances, so when the boat slipped out of its berth with its nose turned down stream, it had a stowaway on board by the name of Mulligan.

Unfortunately, the captain did not possess a sense of humor. After one non-paying passenger had been thrown overboard, the purser found Mulligan. Only the lad's willingness to work saved him a similar fate, and at the next stop he was put to the task of loading pig iron, taking his turn up the gang-plank with the huskiest members of the vessel's burly crew.

Arriving at his destination, the boy was offered a regular berth, but hoisting heavy "pigs" on an unprotected shoulder had left so many bruises that medical attention and nursing were imperative, so he refused.

His troubles were not yet over, however, for when he reached Cairo, Ill., he found that city under eight feet of water. The flood had spread to the second-story windows of the dwellings, and his friends had abandoned their home. His only alternative was to beat his way with refugees.

In Anna, Ill., with the former principal of a school he had attended "back home," young Mulligan remained for a year, helping to raise tomatoes in a truck garden that helped to supply Chicago, and breaking ornery horses in his spare time.

By now "the hills of home" had begun to call, so the boy returned to Newark. An uncle was living there and taking care of the "old folk," a grandfather and grandmother, so the boy got himself jobs—first in a boiler factory and then in a marble works where gravestones and monuments were made. He was still a keen judge of horse flesh, and this eventually brought him back to the stable and the race track as head coachman for Charles Knapp, "the Dupont" of the

Civil War and owner of the best blooded horses that money could buy.

While he was a member of the Knapp ménage, two colorful and important things occurred.

It is sixty-six years ago, but Newark still remembers how the wife of the wealthy gun manufacturer was saved from death by the presence of mind of a young man named Mulligan when the horses that were pulling her barouche ran away on Broad Street, terrorizing everybody in sight. Though bits of broken harness lashed the frightened beasts as they ran, and increased their frenzy, John Mulligan kept his seat and clung to the reins, guiding the equine rebels one block in a circle until they had spent themselves and were glad to draw in at the curb.

That a pretty little Irish girl named Ellen Murphy should have fallen in love with a young man of such heroic attainments is easily understood. The two were married, and shortly the Knapp coachman decided to go into business for himself.

This brought about a curious weaving together of loose ends. He had worked for the marble foundry long enough to learn how to handle monuments properly, so he knew that if he went into the moving business he could get plenty of work of that kind. So he bought a horse from his uncle, and a truck from an acquaintance, and thus equipped he set himself up at a stand in front of Newark's first church and near the Minne-haha Fire Engine Co., the city's first "puffer" fire department. His first moving license was issued in 1860, and from then on through the years of the Civil War he plodded on as best he could with conditions what they were to contend with.

True to type and to his name, John Mulligan was a scrapper, always able to hold his own. High on his forehead, where time has brushed away some of the silver hair, he still bears marks of an argument which his opponent tried to settle with a cobblestone concealed in a bandana handkerchief. The blow knocked him cold for a time, but he had the strength, when he returned to consciousness, to hunt up his assailant and "lick the stuffin' out of him."

Mustangs for Vans

He never allowed a horse to master him either, and when business began to prosper during the post-war period, he conceived the picturesque idea of bringing raw mustangs from the West and breaking them for his vans. By the time he had about twenty of these outfits in use, Mount Pleasant Cemetery, in Newark, had some surplus funds to loan out, and Mr. Mulligan borrowed to finance the erection of the city's first storage warehouse.

His well-laid plans almost went awry when he was all but ruined financially by indorsing a note for \$200 for a friend who did not manage to make payment. On a legal technicality Mr. Mulligan could have evaded the obligation also, but he would not take advantage of it

and insisted on coming across with the money, though it all but cleaned him out. It was a blow to his own infant business—but the incident served to establish his credit as gilt-edged beyond dispute, a fact which often helped him over rough spots in later days.

Forty years ago Arlington Street, Newark, was paved with cobblestones and known as Katherine Street. In 1900 the pioneer warehouseman built his first fireproof structure at 100. That was eight stories high. In 1911 he lost by fire a brick building which he had put up at an earlier date, and this he replaced with a thoroughly modern fireproof plant.

The establishment now is one of the largest in the State, extending from 96 to 106 Arlington Street, and including 74-76 Shipman Street. Several years ago the company changed from horses to a fleet of motor vans, literally painting the town by introducing a color scheme of green and gold for trucks, doors, signs and equipment.

Active in His Eighties

Back in the days when he was breaking mustangs for his piano wagons, Mr. Mulligan's two boys grew old enough to help him hitch up an outfit and drive. These two, James F. and William R., still are associated with their father in his business, as are their sons. One of the latter, Jack, is the company's estimator; another, George, is the mechanical expert; a third, William, is supervisor of packing; and the fourth, James E., is active general manager of the business. There are also three great-grandchildren.

Mr. Mulligan still holds the reins, however, signing all checks "to see that they don't spend too much money" and arriving promptly on time at his own desk every morning "to see that they are on the job." He drove his own car until last December, seemingly getting as much kick out of stepping on the gas as he once did out of owning and driving some of the country's fastest horses.

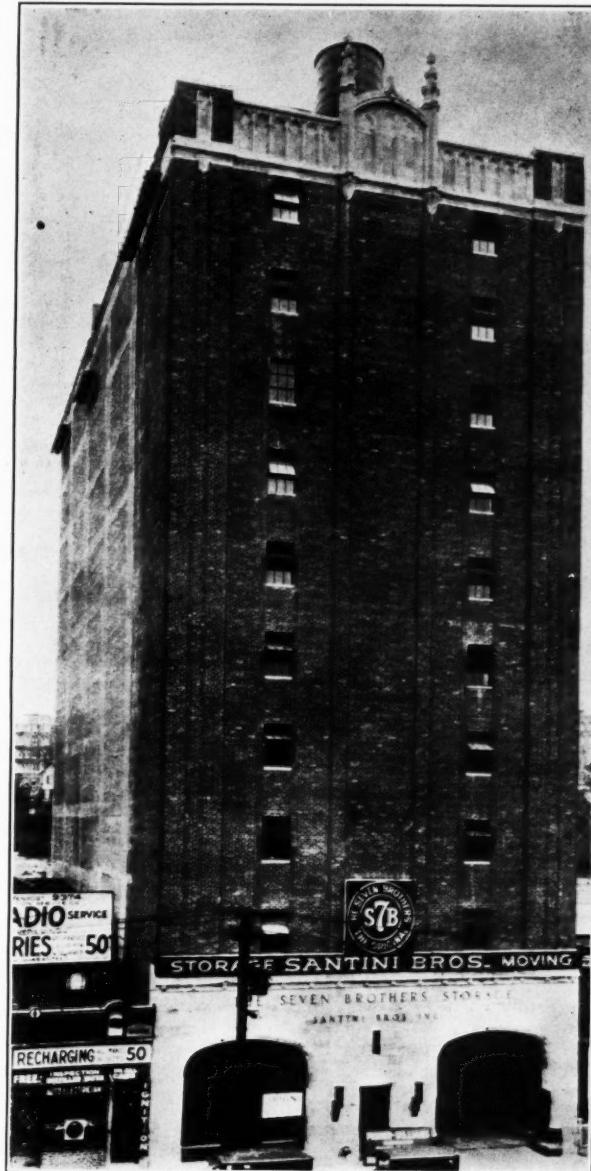
In his Arlington home one entire room is lined with pennants and ribbons won on the turf, and, though his business has long since been motorized, he still drives a span and cutter whenever there is snow enough to warrant the use of buffalo robes and sleigh bells.

Having built his business through hard work, he is driven to many a stormy rampage over the labor conditions of today. An appeal to his sense of humor from Grandson James, or the admonition that he will be "severely disciplined" if he isn't "a better boy," usually saves the day, however. In his earlier struggles, he declares, there was no such thing as an alibi: they simply did the work, and, after the manner of the rugged old timer, he did much of it himself.

Before the days of padded vans it was the custom to move pianos in Newark on a two-wheeled cart, which accommodated an instrument at either side and was drawn by a single horse between shafts—a vehicle like an Irish jaunting

(Concluded on page 58)

65,000 square
feet of modern
storage space in
Santini Bros.
warehouse in
Bronx, N. Y.



We maintain a complete organization to design and supervise any size development from start to finish.

USE OUR SERVICE

MOORES & DUNFORD, Inc.

110 East 42nd Street



New York City

Life of M. H. Kennelly in Old Family Album Sketch

(Concluded from page 41)

in those various capacities it was his practice to return to the office of an evening, unknown to anyone, and clean up any unfinished work that might have been left at closing time. He kept this habit a closely guarded secret, fearing that should it be found out he might be considered incompetent or inefficient and be discharged.

For a long time he got away with it. And then it happened one night that the boss, returning from the opera with his family, discovered a small mysterious light in the office building, and stopped to see what it was all about.

Striding through the dingy corridor in a high silk hat, he discovered a startled and rather disheveled young man poring over a ledger.

A \$2 Raise

At the end of the week the lad's diligence was rewarded with a raise of \$2 added to his pay check, and though the old firm has long since passed out of existence it is still the custom of the Becklenberg daughters to seek the advice of their father's former clerk whenever they find themselves in serious difficulties in the management of their estate.

Being "white, single and twenty-one," Mr. Kennelly spent two years in the army during the World War. He left with a first lieutenant's commission and a desire to get into something on his own when he returned to the business world. His own firm had previously been sold to Harder's Fireproof Storage & Van Co., and before the breaking out of hostilities he had been promoted by gradual stages to the general management of the Harder firm.

Echoes of the din that was the celebration of the signing of the Armistice had scarcely died away when Mr. Kennelly, with financial backing secured from friends, bought the controlling interest in the Fort Dearborn company. This enterprise, launched in 1912, had proved consistently a white elephant on the hands of its sponsors. By a rare stroke of good fortune—coupled no doubt with a bit of that ingratiating way that the Irish have always with them, Mr. Kennelly was able to secure for his new venture the moving of the Field Museum from Jackson Park to its present downtown location.

This still is known as the largest local moving job on record and it meant taking in a lot of territory for a company practically unknown. But the firm got away with it, and this brought about another large commission—the moving of the Federal Reserve Bank. This latter contract was let without any reference to price because of the fact that Stanley Field, a member of the board of directors, gave his wholehearted endorsement on account of the warehouse company's smooth handling of the priceless collections that fill the Field Museum.

It was, in fact, the widely advertised slogan "We Moved the Field Museum"

OLD FAMILY ALBUM

Distribution and Warehousing
May, 1928

Old Family Album Unfolds Career of John Mulligan

(Concluded from page 56)

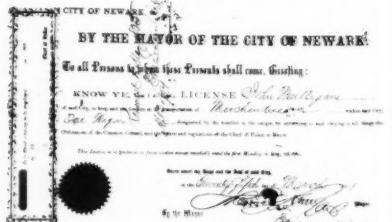
cart. Those were specially handy for narrow streets, and Mr. Mulligan drove one of them himself for many years.

When the first brick and frame warehouse was built by the Newark executive forty-five years ago, it was opened with a "house warming"—grand march 'n' ev'rything. Last Nov. 2 the company gave another party. This one was in celebration of what the sons and grandsons called "Founder's Day," and it marked the president's eighty-fourth birthday. Just as the firm's name, Knickerbocker, was chosen because Mr. Mulligan's maternal grandmother was of Knickerbocker Dutch stock, so the company's colors, green and gold, were used for the decorations of the piano room in which the party took place. Green and gold lights were used to outline the proprietor's name and the figures 84, and the floors were waxed for dancing. Here the family and friends gathered to do honor to Newark's grand old man of warehousing.

The party was such a success that it has been decided to make it an annual event—to be held on Mr. Mulligan's birthday. And the president of the concern, still hale and hearty as the best of them, is among those who look forward with eager anticipation to this year's event.

Work hard and go to bed early is his motto. "One hour's work before dinner is worth two after," he declares, "just as one hour's sleep before midnight is worth two after."

Certainly the motto has worked for John Mulligan; for now, approaching the age of eight-five, he still bids fair to dance at "Founder's Day" celebrations on down into the years.



Moving license for "one wagon"
issued by mayor of Newark to Mr.
Mulligan on March 25, 1864

Ogden Company Now Bonded

The Western Gateway Storage Co., Ogden, Utah, has become a bonded institution. It is bonded in the third class, under the direction of Mrs. Jennie P. Musser, customs collector for the Salt Lake City district.

Hundreds of shippers subscribe to the annual Warehouse Directory. Why? Because they consider the information therein reliable, dependable, authentic, up to date.

"Canners" Warehouse Launched

Business interests in Easton, Md., have organized Canners Warehouses, Inc., to conduct canned goods warehouses under Federal license and regulations as set forth in the United States Warehouse Act. The backers have applied to the Government for a charter. The capital is \$100,000, every dollar of which, it is claimed, has been subscribed. Canners themselves are not identified with the plan in a financial way.



Chambers "Desert Express" Succeeds with Internationals

TRUCK performance is just about the most important thing in the everyday business life of the Chambers Transfer & Storage Company, prominent Phoenix, Arizona, users of many International trucks. Heavy loads have to be hauled over long distances and through hard going without delays from any cause. That's the kind of service Chambers' customers need and expect. Because this successful transfer and storage company has found Interna-

tional trucks are always ready to deliver this kind of service, they are standardizing on Internationals and adding new trucks to the fleet as fast as their business grows.

If your business needs new hauling equipment, take a tip from the profitable Chambers experience and let us tell you about the trucks in our broad International line that best meet your truck requirements.

[The International line includes the $\frac{3}{4}$ -ton Special Delivery, $1\frac{1}{4}$, $1\frac{1}{2}$, and 2-ton Speed Trucks, and Heavy-Duty Trucks ranging from $2\frac{1}{2}$ -ton to 5-ton capacity. Also, McCormick-Deering Industrial Tractors.]

INTERNATIONAL HARVESTER COMPANY
of America
(Incorporated)

606 So. Michigan Ave.

Chicago, Ill.

INTERNATIONAL
HARVESTER
TRUCKS

McConnell and Nicolson Are Behind New Boston Terminal

PLANS have been announced for a combination warehouse, office and loft building in Boston to cost \$3,000,000 and to be conducted under the direction of George M. McConnell and L. M. Nicolson, both of Chicago, as respective president and vice-president of the North Station Industrial Building, Inc., which recently purchased the site from the Boston & Maine Railroad.

Mr. McConnell and Mr. Nicolson are both widely known in warehousing. The former is president of various Chicago firms, including the C. & A. Terminal Warehouse Co., the Railway Terminal & Warehouse Co., the Ontario Warehouse Co., the West Side Warehouse Co., and the Central Storage & Forwarding Corp., and is vice-president and treasurer of the Central Storage Corp. Mr. Nicolson is president of the Central

space and offices, railroad sidetrack, and trade exposition accommodations, all concentrated in a central location. A private inside switchtrack will have a capacity of ten cars, with adequate shipping platforms and coordinated trucking facilities.

The structure will contain a gross floor area of 550,000 square feet. The first floor will be devoted to high grade shops and shipping platforms, and the upper floors will be used for office display and storage.

The five upper stories, to contain approximately 210,000 square feet, have been leased for fifteen years to the Boston Furniture Mart, Inc., which will use the space for a permanent furniture exhibition similar to the New York and Chicago marts.

In design the building will carry out a vertical line effect, eliminating all horizontal lines and consequent shadows. At night the structure will be under bril-



Combination warehouse, office and loft building to be erected in Boston by interests headed by George M. McConnell and L. M. Nicolson, Chicago storage executives. The structure will cost \$3,000,000 and stand thirteen stories high

Storage Corp., and vice-president of the Central Storage & Forwarding Co.

The B. & M. (Boston & Maine) Terminal Building Co. has been incorporated in Massachusetts, with a capital of \$201,000, with Mr. McConnell, Mr. Nicolson and L. Cushing Goodhue, of Boston, as the incorporators.

The building, to be 155 feet high, will have frontages of 110 feet on Causeway Street and 383 feet on Beverly Street, on a site containing approximately 45,000 square feet. It is to be part of Boston's new North Station development. Construction will begin immediately so that the structure may be ready for occupancy by Jan. 1. It will be of reinforced concrete with buff brick exterior and terra cotta trim, to harmonize with the new North Station.

The warehouse will add to Boston's modern facilities for economic handling of merchandise storage, with display

light flood lighting, illuminating a section of Boston that has been gloomy for years. S. Scott Joy, Chicago, is the architect.

During the war Mr. McConnell and Mr. Nicolson held high ranks in the field of storage operations on behalf of the Government. Col. McConnell, after serving originally in charge of storage facilities in the Quartermaster Corp., became director of operations. Col. Nicolson, after serving as director of Quartermaster operations, became director of stores of the entire supply department of the Army.

A graduate of Harvard with the Class of 1901 and winner of the Varsity "H" in rowing, Mr. McConnell now heads extensive warehousing and loft properties in Chicago. Mr. Nicolson is senior member of the firm of Hodge, Nicolson & Porter, Inc., Chicago industrial real estate brokers.

Benj. Hurwitz to Build a \$225,000 Houston Warehouse

PLANS for one of the most magnificent household goods storage depositories in the country are announced by Benjamin S. Hurwitz, president of the Westheimer Transfer & Storage Co., Houston, and associates.

To cost approximately \$225,000 and to be eight stories high, the warehouse will rise on a site with a fifty-front footage along Main Boulevard and 190 feet deep along Rosewood Street. It will go up along picturesque and artistic lines, of reinforced concrete, with elaborate exterior trim in terra cotta and other colorful materials, and is designed to be one of the city's most beautiful structures.

The building will be a treasury for the care of the possessions of the home. It will be sub-divided into compartments for storage of silverware, rugs, furs, garments, paintings, trunks, etc. Each compartment when rented will be a room exclusively for the use of the customer.

Bids were to be let about May 1 and the warehouse will be under construction about ten months. Building and grounds were designed by George S. Kingsley, New York specialist in warehouse architecture, and Hedrick & Gottlieb are the resident and supervising architects.

The late S. J. Westheimer, who founded the company, had often planned to erect a modern depository in the semi-residential section of Houston, and the structure now planned will be the culmination of many years of experience by Mr. Hurwitz, who has visited household goods warehouses in all parts of the country in search of ideas.

H. D. Lee Is Dead

H. D. Lee, president of the Kansas Ice & Storage Co., Salina, Kan., died in San Antonio, Tex., on March 16, at the age of 78. He had contracted a cold while on a pleasure trip to California and died of heart complications after an illness of three weeks.

Mr. Lee organized the warehouse firm and was its first and only president. He founded also, in 1889, the H. D. Lee Mercantile Co., which operates mercantile and garment manufacturing plants in Salina, Kansas City (Mo.), San Francisco, and Trenton, N. J. He headed also the Lee Hardware Co. and the H. D. Lee Flour Mills Co., both in Salina.

M. J. Goehl Dies

M. J. Goehl, one of the assistant general superintendents of the Pennsylvania Warehousing & Safe Deposit Co., Philadelphia, died at his home of April 12, aged 52. Entering the employ of the firm about thirty-six years ago as an errand boy at the age of fifteen, Mr. Goehl gradually worked up to the position he occupied at the time of his death. He was widely known in Philadelphia's merchandise trade.

for Economical Transportation



Utility Truck with Panel Body

Get Delivery on a New Chevrolet Truck NOW!

If your requirements call for a speedy, dependable haulage unit—you can get prompt delivery on a Chevrolet truck. The fourteen great Chevrolet factories are working at capacity; and your Chevrolet dealer can provide you with exactly the body-type to meet your individual requirements.

See him for a trial-load demonstration. Let him explain the advantages of Chevrolet's rugged construction and modern design. Let him show you why Chevrolet provides the world's lowest ton-mile cost in every line of business.

CHEVROLET MOTOR COMPANY, DETROIT, MICHIGAN
Division of General Motors Corporation

*—at these
Low Prices*

LIGHT DELIVERY

\$375
Chassis only

UTILITY TRUCK

\$495
Chassis only

Prices f. o. b. Flint, Mich.

Q U A L I T Y A T L O W C O S T

New Bekins Depository Is Inaugurated in Los Angeles

THE newest of the Pacific Coast chain of household goods depositories of the Bekins Van & Storage Co. has been placed in operation—at Pico and Crenshaw on the West Side in Los Angeles.

This fireproof structure, illustrated herewith, is eight stories high, of reinforced steel and concrete, and contains 800,000 cubic feet of storage space. Modern in every respect, it involves principles based on many years of experience by Milo W. Bekins, the company's president and general manager.

The ground floor consists of eight high grade retail stores and the second floor is available for offices. These office rooms, of spacious construction, are exceptionally well lighted.

Large cold storage facilities provide modern and scientific treatment for furs

president, treasurer and operating executives of both firms.

The Mercantile, at Eleventh and Jones Streets, has been operating a merchandise warehouse containing approximately 180,000 square feet of floor space, and was a member of the American Warehousemen's Association and the Nebraska Warehouse and Transfer Association. The Terminal, at 702 South Tenth Street, operates a combination merchandise and household goods plant with about 101,000 square feet and is a member of the American and Nebraska associations and of the National Furniture Warehousemen's Association.

If Oskamulpee, in whatever State, has a warehouse that is reliable, that warehouse is listed in the annual Warehouse Directory—consult the book for dependable information.



Eight-story household goods warehouse opened on West Side of Los Angeles by the Bekins Van & Storage Co. has retail stores on the ground floor and offices on the second

and rugs. Constant circulation of a low-temperature air penetrates the pores of the pelts, and moth proofing along the most successful lines has been installed. There are private locked rooms and open storage space, together with special rooms for pianos, oil paintings, rugs, luggage, etc., and vaults for silverware.

Omaha Merger

The Mercantile Storage & Warehouse Co., established in 1918, and the Terminal Warehouse Co., founded in 1920, both in Omaha, Neb., have been consolidated under the Terminal's name, it is announced by R. J. Mayer, secretary and manager of both firms. F. H. Myers is

200 Ohio Certificates Revoked

The Ohio Utilities Commission has revoked the certificates of approximately 200 commercial trucks and motor bus operators in Ohio, dating from April 5, for failure to pay the utilities taxes as provided by law. About 90 per cent of them are commercial haulers.

The ruling of the commission gives them thirty days in which to pay the taxes and obtain reinstatement and after that date the revocation is permanent. Already quite a few have appeared and paid the taxes and obtained reinstatement.

It is estimated there are 1400 certificates for commercial haulers in Ohio at this time.

A New Freight Service by Trans-Continental-Universal

SINCE April 2 all shipments of machinery and automobile parts theretofore handled in the name of the Trans-Continental Freight Co. or in the name of the Universal Carloading & Distributing Co., to Pacific Coast points have been consolidated and handled in the name of the Universal Transcontinental Freight Service. The new service is being operated under the management of the same officers and staff heretofore identified with the individual companies, the Trans-Continental and the Universal, which were combined on June 1, 1925, as far as ownership is concerned, under the United States Freight Co.

"The new arrangement," according to F. L. Bateman, president of the Trans-Continental, "will effect a great improvement in service and will insure the dispatch of daily cars to all principal distributing centers in intermountain and Pacific Coast territory. All of the facilities of a nation-wide organization with offices in fifty-four principal cities will be directed toward the perfection of a high grade dependable service, at lowest consistent transportation expense to shippers and receivers."

The announcement sets at rest rumors to the effect that the Trans-Continental would discontinue handling household goods, automobiles and other commodities and that Mr. Bateman, president, and W. L. Taylor, secretary and treasurer, had sold out their interests.

Meanwhile M. J. Murray has been appointed vice-president and general manager of the Trans-Continental, with offices in Chicago, and Dan Bloom has been promoted to manager at Chicago. Herbert N. Bragg, who was local manager in New York, has been made general eastern manager in charge of all Atlantic seaboard territory. A. F. Ruby has been appointed general agent in Boston, succeeding G. H. Specht, resigned.

Red Ball is Building Warehouse in Hammond, Ind.

The Red Ball Storage Co., Hammond, Ind., understood to be connected with the Red Ball Transit Co. of Indianapolis, with Ward B. Hiner heading both organizations, has awarded a general contract for the construction of a \$225,000 warehouse, said to be intended for storage of household goods, at Columbia Avenue and 151st Street, Hammond.

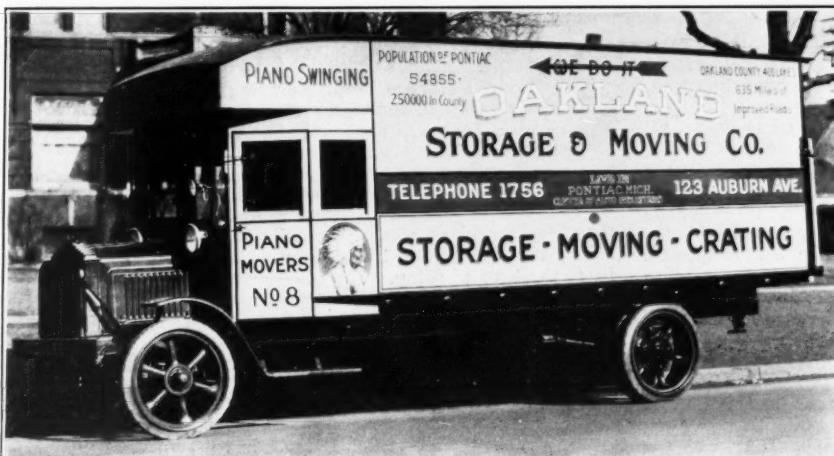
Work was well under way in April. James J. Marley, Chicago, is the architect.

Boston Wharfage Rates Deferred

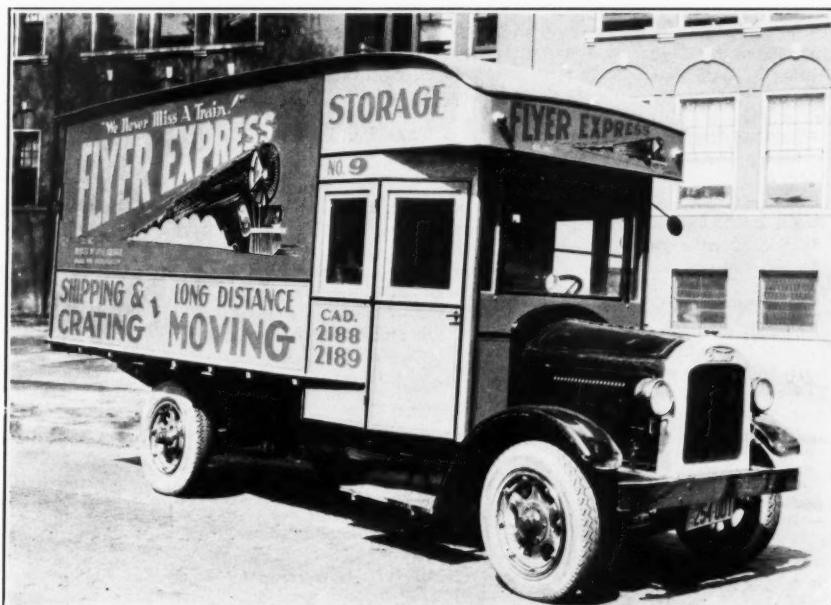
The proposed new wharfage rates at Commonwealth Pier and other State-owned piers in Boston, to have gone into effect on April 1, were postponed until May 1 or later. The State authorities decided to hold further hearings, in April, to listen to the views of warehousing, trucking, steamship and longshoremen's interests.

Warehousemen and Moving Engineers Designed Fisher and Standard Moving Vans

For many years we have specialized in the making of vans for storage and moving contractors. Our units are built along lines suggested by these specialists.



Let us work with you in figuring out your truck and van requirements. We are particularly well fitted to suggest and build the exact units you need. Our reasonable prices and quality trucks will interest you. Full and complete information are free for the asking.



STANDARD MOTOR TRUCK CO.

DETROIT, MICH.

ALBERT FISHER, President

U. S. A.

Returns Announced in Census of Stocks of Canned Foods

A CONSOLIDATED report on the special census of stocks held by distributors of canned peas, corn and tomatoes as of Dec. 31, 1927, was issued by the Department of Commerce in Washington on April 2. The report follows:

"The Department of Commerce announces that, according to data collected at a special census of stocks held by canners and distributors, the stocks of canned peas, corn, and tomatoes on hand on Dec. 31, 1927, not including those in retail stores, were as follows:

"Canned peas, 11,225,324 cases; canned corn, 12,051,787 cases; canned tomatoes, 13,438,031 cases.

"Canners were requested to report all stocks in their canneries or warehouses, including those held for future delivery; and distributors were asked to report stocks held in their own or in public warehouses and those in transit shipped to them on or before Dec. 31. It appears probable, however, that some canners failed to report stocks held for future delivery.

"Reports on stocks were received from canners whose combined pack in 1927 formed more than 95 per cent of the total pack reported for peas and corn and about 93 per cent of the total for tomatoes. A considerable number of the distributors, however—approximately 13 per cent of the total—have not responded to the request for data, and no basis for estimating their stocks is available.

"It is believed that the data already received, though subject to correction on the basis of future returns, are sufficient to justify the issuance of this report. If the outstanding returns are received within a reasonable time, in sufficient numbers to make the canvass practically complete, a final report will be issued; but if such returns are not received, no further report will be issued, and the canvass will be discontinued.

"The States in which at least 400,000 cases of either peas, corn, or tomatoes were held (combined stocks of canners and distributors) are as follows, in the order of their importance:

"Canned peas—Wisconsin, New York, Illinois, Michigan, and Utah. The combined stocks held in these five States formed 65.4 per cent of the total reported.

"Canned corn—Illinois, Iowa, Ohio, Minnesota, New York, Indiana, Maryland, Pennsylvania, and Wisconsin. The combined stocks held in these nine States formed 69 per cent of the total reported.

"Canned tomatoes—Maryland, California, Indiana, New York, Missouri, Arkansas, Pennsylvania, Utah, Delaware, Virginia, Illinois, and Ohio. The combined stocks held in those twelve States formed 73.5 per cent of the total reported."

Quaker City Co. Builds

The Quaker City Cold Storage Co., Philadelphia, has begun the erection of a

\$400,000 eleven-story cold storage warehouse to have frontages of 111 feet along both Delaware Avenue and Water Street and a depth of 128 feet. It will be of reinforced concrete flat slab construction with exposed concrete columns and brick spandrel walls. There will be a mezzanine floor in the first story.

The warehouse will have connections with the Belt Line, Pennsylvania, Reading and Baltimore & Ohio Railroads, with unloading provisions for from twenty-four to thirty cars a day. Another platform will accommodate ten motor trucks simultaneously.

Richards Capitalization

The Richards Storage Corp. operating in Grand Rapids, Kalamazoo and Muskegon, Mich., has amended its articles of association, increasing its capitalization to \$750,000 in 7 per cent preferred and 100,000 shares of no par value stock. Of this new capitalization \$731,110 and 98,171 shares of no par value had been subscribed and \$829,281 had been paid in at the time of filing.

The Richards interests recently opened a retail furniture store in connection with their Morris Avenue warehouse in Muskegon.

Fruehauf Fundamentals

The Fruehauf Trailer Co., Detroit, has begun publication of a small house organ, "Fruehauf Fundamentals," devoted to the trailer's relation to haulage problems. No. 1 of Vol. 1 carries an illustration of two drop-frame semi-trailer vans being operated by the O. K. Storage & Transfer Co., Inc., New Orleans, showing how the New Orleans firm handles two complete loads of household goods with one light-weight motor truck.

Mrs. Redfern in Trucking Business

Mrs. Gertrude Redfern, wife of Paul Redfern, the aviator who disappeared on a flight to South America last year, is one of the incorporators of the Secoy Trucking Co., recently organized in Toledo, Ohio, to operate a local and interurban motor truck transport business. The firm's capitalization is 150 shares of no par common stock and \$15,000 initial capital. Ralph W. Secoy and Paul G. Secoy are the other incorporators.

Continental Expansion

The Quackenbush Warehouse Co., Scranton, Pa., identified with Continental Terminals, Inc., New York, has begun construction of a six-story brick and steel building to be 107 by 157½ feet. The plant will cost \$235,000 and should be completed by Aug. 1.

The Continental, which operates cold storage and general merchandise warehouses also in Albany, N. Y., Cleveland and Detroit, has opened a Chicago office—Room 512 at 308 West Washington Street. T. B. Willard and C. E. Hanna have been appointed Chicago representatives.

Is This the Earliest Warehouse in the United States?

(Concluded from page 31)

presumably of these East Indian merchants, the Boston *Evening Transcript* recently printed a four-column cut, from a water-color, of a brick triangular warehouse, dated 1799, contemporary of that time. In the foreground of the illustration is a public square showing a covered wagon with the mules unhitched resting and feeding, and the driver, whip in hand, standing alongside. Architecturally the building is quaint with its three looming triangular towers and many assorted windows of various shapes. The *Transcript* in its story appended adds that apparently the warehouse picture in the "Memorial History of Boston" was taken from this same water-color.

The Triangular Warehouse, according to the *Transcript*, was torn down in 1824. It stood north of the Town Dock, near the corner of Merchants Row and North Market Street. This is just across the street from Faneuil Hall, the "Cradle of Liberty," the lower part of which is now being used as a public market.

The origin of the Triangular Warehouse is still a mystery, and there appears to be no evidence as to when it was built. According to Snow's "History of Boston," it was built of brick on a stone foundation and had a slate roof. There were two principal stores with a good cellar underneath. There were many doors and windows, and on each corner and in the center of the roof was a tower surmounted by a ball.

It is conjectured that it was built about 1700 by London merchants for trade purposes and for a time the public scales for weighing large draughts were kept there. The construction was of great strength and the bricks were larger than were in common use.

Truck and Tractor in Relation to Railroad Service

A catalog dealing with the adaptability of the motor truck and the industrial tractor to railroad service has been issued by the International Harvester Co., 606 South Michigan Avenue, Chicago. A feature of this 32-page booklet is a section headed "Motor Trucks and Industrial Tractors in the Coordination of Rail and Highway Transportation," dealing with the uses of motorized haulage equipment in the railroad field.

D. L. & W. to Build Warehouse

A \$20,000,000 warehouse and freight terminal is being planned by the Delaware, Lackawanna & Western Railroad at Jersey Avenue and Grove, 16th and 18th Streets, Jersey City, N. J. The road has acquired the land necessary for the developments and purposes to rush work on the project as soon as the city commission grants the building petition which has been filed.

IT can't
be the *initial* cost of
Budd Duals that
makes the owners of
125,000 buses and
trucks insist on them
for every new job—
because there are
cheaper duals.

«It must be the cost of using them!»

BUDD DUALS

Can't
wobble—



Can't
shimmy—



And
they stop
side-sway!



BUDD WHEEL COMPANY
Detroit



"Teamwork for Prosperity" Theme of Chamber Convention

BETTER teamwork among all classes of business as the most effective means of maintaining national and local prosperity will be the central theme of discussion at the sixteenth annual meeting of the Chamber of Commerce of the United States, to be held in Washington May 7-11.

All phases of business cooperation—by individuals, corporations, chambers of commerce and trade associations—will be discussed under the general heading "Teamwork for Prosperity." Group buying and selling, the new competition with whole industries struggling for new markets, and many kindred subjects, will be presented by business executives who have distinguished themselves in their particular lines. Lewis E. Pierson, the Chamber's president, and Judge Edwin B. Parker, chairman of the board, will be among the speakers.

More than 1500 business organizations, representing all lines of industry, finance and commerce as well as every section of the country, have been invited to send delegates, and individual bids have been sent to several hundred outstanding business leaders. The Chamber's preliminary announcement regarding the program says:

"Never before was an annual meeting theme more expressive of the aims and objects and methods of an organization than that selected for the coming meeting. Teamwork is represented by group effort and solidarity of interest on matters that are timely, national and general in their application to business and industry. By working together locally and within industries and nationally through the national Chamber American business men are helping the country to achieve and to maintain prosperity. American prosperity is organic. Do injury to one section of the country or one branch of economic endeavor and it is felt through the organism. Let one great section or one great branch of enterprise receive a helpful stimulus and it is felt throughout the organism."

Following previous practice, the convention will be divided into general and group sessions, the former dealing with questions of interest to all classes of business and the group meetings offering opportunity for each general division of business to discuss its particular problems.

The Distribution Session

For the business man interested in distribution there will be consideration of fundamental factors in successful merchandising; of the evaluation of territory and customers; of the uses of scientific management in distribution; of the relations between chain stores and local chambers of commerce. The Domestic Distribution group luncheon will be held at 1 p.m., on May 8, in the ballroom of the Mayflower Hotel, and "Fundamental Tendencies in Distribution" is the general topic. W. M. G. Howse, president of the Johnston & Larimer

Dry Goods Co., Wichita, Kan., is the group chairman. At the Chamber's concluding general session, on May 11 in the Chamber of Commerce Building, Mr. Howse will represent the group in the general discussion of "What Teamwork Means."

The Transportation and Communication group, to meet at luncheon at 1 p.m. on May 8 in the Willard Hotel, will consider "The Public, the Congress and the Interstate Commerce Commission" and other subjects.

Foreign commerce, natural resource production, agriculture, civic development, finance, insurance and manufacturing will be taken up at other group meetings and at the general sessions.

Terminal Co. to Operate New Reading Plant, Philadelphia

IT is announced by E. V. D. Sullivan, vice-president of the Terminal Warehouse Co., Philadelphia, that the Terminal firm will lease and operate the ten-story warehouse and commercial building which the Reading company is planning to erect on Broad Street between Callowhill and Noble Streets, Philadelphia, as part of the Reading's \$3,000,000 development project at that location.

The warehouse and office structure will be a handsome one with large display rooms along the Broad Street side, and containing offices and warehousing space. It will have a floor area of about 1,250,000 square feet.

The unloading capacity at the Reading's tracks will be 150 cars daily. Elevators and ramps will be utilized for conveying merchandise, automobiles and general freight to the upper floors, while spacious driveways will be provided for inbound and outbound commodities. It is planned to make the new freight station entirely underground, the only one of its kind in existence.

Each floor will contain more than 10,000 square feet. Except for the display rooms and offices the entire space will be devoted to warehousing.

Construction will begin this summer.

McKim Appointed Advertising Manager of Federal Truck Co.

C. D. McKim has been appointed advertising manager of the Federal Motor Truck Co., Detroit. For twelve years he was associated with the Continental Motors Corp., in charge of sales and advertising for the greater part of the time.

Bay State Governor Vetoes Bill Affecting Truck Owners

Governor Fuller of Massachusetts recently vetoed a bill passed by the Legislature to extend from thirty days to six months the time in which visiting motorists might remain in Massachusetts without taking out State licenses. He said in his veto:

"I cannot approve a bill that extends

"Central" Is Now "Tanner" With Opening of New Plant

THE Detroit household goods warehousing firm established in 1890 by L. W. Tanner and since owned and operated by him has changed its name to Tanner Fireproof Warehouses, it was announced by Mr. Tanner on April 2.

Mr. Tanner has placed in operation a new fireproof warehouse, at 2510-2514 Third Avenue, at Henry Street and Grand River. The building is fireproof and is divided into individual fireproof rooms each containing from 360 to 500 cubic feet. Office records are stored as well as household furnishings.

"I have endeavored to put the building up in a way that would give me the lowest insurance rate in the country for contents of a furniture storage warehouse," according to Mr. Tanner, "and I have succeeded in getting the rate down to a little above 30 cents and may possibly get it down to as low as 30 cents, or even lower."

"We have worked out a plan whereby we can accept a lot of furniture and store it, including insurance, so that any person who wishes to store with us can have the goods insurance at just a slight cost over the regular storage rate. Our plan is to insure the goods from the time they leave the residence until they are returned to the residence after being stored."

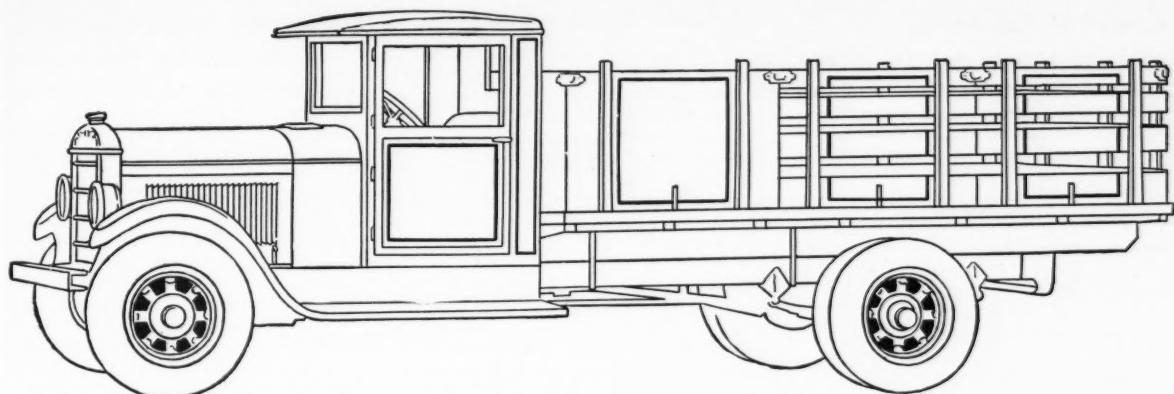
"From the very beginning we have worked with the insurance underwriters' board with a view of keeping the insurance rate down as low as possible and at the present time we are inclined to believe that the public is going to take kindly to our plan, as all to whom we have quoted our rates have expressed the desire to have their goods fully covered with insurance as per our plan."

Mr. Tanner has been using advertising space in the Detroit newspapers to tell the story of his business expansion.

to non-residents such a great advantage over the motorists of our Commonwealth, who are paying the cost of construction and upkeep of our system of highways, and which at the same time removes an insurance that is an essential protection to the citizens of Massachusetts. Our present period of thirty days seems to me to meet the requirements in so far as they are reciprocal with other States."

It is expected that the Legislature will uphold the veto.

The Motor Truck Club of Massachusetts was opposed to letting down the bars because in recent years truckmen from outside the Bay State have been entering in the summer, when business was at its peak, and underbidding the Massachusetts owners. When the bad weather arrived the outsiders quit and left the Bay State men to shoulder the burden of hauling under difficult conditions, and with the shippers expecting to have it done at the cut prices of unfair competitive days.



THREE WORDS THAT EXPLAIN THE NEW SPEED WAGONS

All the qualities that put the complete new line of Speed Wagons so far ahead of ordinary trucks can be summed up in three words: Greater Mileage Output.

For Greater Mileage Output means maximum operating efficiency—agility in traffic—more trips in shorter time—wider areas covered—stamina—and longer life.

We believe that the new Speed

Wagons are capable of greater mileage output than any other trucks made today—and our belief is founded on facts.

That's why we invite you to put the new Speed Wagons to the severest tests in distribution and warehousing work. Try one out—start it, step on it, stop it. Be sure to ask for a demonstration.

REO MOTOR CAR COMPANY, *Lansing, Mich.*



JUNIOR—Capacity $\frac{1}{2}$ ton
Chassis, \$895

TONNER—Capacity 1 ton
123-in. wheelbase,
Chassis \$995
138-in. wheelbase,
Chassis \$1075

STANDARD—Capacity
 $1\frac{1}{2}$ tons

133-in. wheelbase,
Chassis \$1245
148-in. wheelbase,
Chassis \$1345

HEAVY DUTY
Capacity 3 tons

159-in. wheelbase,
Chassis \$1985
130-in. wheelbase,
(Dump) \$1935

Chassis prices at Lansing

MASTER
Capacity 2 tons

148-in. wheelbase,
Chassis \$1545
164-in. wheelbase,
Chassis \$1645

GENERAL UTILITY
Capacity $1\frac{1}{2}$ tons
143-in. wheelbase,
Chassis \$1345

SENIOR—Capacity 3 tons
175-in. wheelbase,
Chassis \$2090

SPEED WAGON

six cylinders, internal © hydraulic 4-wheel brakes

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

Activities of Executives**In and Out of the Industry**

WESLEY D. BROWN, manager of the Western Gateway Storage Co., Ogden, Utah, and one of the city's prominent business men, was married on March 30.

P. L. Gerhardt, vice-president and general manager of the Bush Terminal Co., New York, has returned to his desk after a trip to Europe.

Earl Howard, formerly proprietor of the Howard Rug Cleaning Co., Syracuse, N. Y., has been made manager of the rug cleaning department of the Syracuse Furniture Forwarding Co.

Edward T. Jenkins, president of the Long Island Storage Warehouses, Brooklyn, and president of the Furniture Warehousemen's Association of Brooklyn and Long Island, is under the care of throat specialists. It is expected to be some months before he will be able to attend any association meetings.

Thomas Y. Leonard, veteran storage executive in Detroit, returned to that city recently after spending the winter season in Florida following the Hollywood, Fla., convention of the National Furniture Warehousemen's Association. He is no longer interested financially in the Leonard-Detroit Storage Co., Detroit, but retains an interest in the Leonard Warehouses of Buffalo, Inc., Buffalo.

George S. Lovejoy, a past president of both the American Warehousemen's Association and the Massachusetts Warehousemen's Association, and for many years formerly connected with the Quincy Market Cold Storage & Warehouse Co., Boston, returned to the latter city on April 12 from Florida, where he and Mrs. Lovejoy had spent much of the winter. They motored all over Florida, covering 3700 miles, and Mr. Lovejoy's health so improved that they drove their car back to Boston.

Clarence R. O'Brien has been appointed second vice-president, in charge of administration, of the Lawrence Warehouse Co., San Francisco and Oakland. Mr. O'Brien was at one time treasurer of the New Bedford Storage Warehouse Co., New Bedford, Mass.

R. E. Parham, formerly connected with the American Bonded Warehouse, Inc., Petersburg, Va., is now in charge of the household goods department recently established by the Lee Terminal & Warehouse Corp., Tampa, Fla.

E. W. Ray, a partner and manager of Leslie's Fireproof Storage, Winnipeg, Canada, has been elected president of the Kiwanis Club of Winnipeg. He is a past president of the Winnipeg Transfer & Storage Association.

Detroit Firm Incorporates

The Michigan Warehouse Co., which has been in operation in Detroit for about ten years, has been incorporated for \$350,000 at \$10 a share, with the sum of \$35,000 subscribed and paid in in property, which consists principally of a two-story frame warehouse building, with a capacity of about 120,000 square feet, at 1221 Beaufait Street. The incorporation, dated March 27, is for a term of thirty years.

The stockholders are Andrew C. Sisman, president and general manager of the Andrew C. Sisman Co., general builders and woodworkers, who holds 3495 shares; Walter C. Robinson, of the same organization, one share, and Warren Sisman, one share. Andrew C. Sisman is general manager of the warehouse, which is located on the mill property adjoining Grand Trunk Railroad tracks.

Coincidental with the announcement of incorporation, the company made known plans for expansion. A warehouse connected with the present one by a second-story bridge is to be erected. The addition will add some 60,000 square feet to the firm's facilities. It will be of frame construction, of similar architectural design, and two stories high. The space has already been leased to various firms.

Workmen's Compensation Rates Revised in New York

Revision of rates for workmen's compensation risks in New York State become effective on May 1. Included among the various phases affected are the rate level, pure premium relativity, loss constants, expense constants, minimum premiums, rate based on pure premiums determined from classification experience of policy years 1920 to 1924 inclusive.

The revisions do not affect maritime risk rates, experience rating, New York standard endorsement, and statistical program, filings for which will be made later.

The revisions were suggested by a conference committee on revision of rate-making formulae and were approved by the State Insurance Department as of Jan. 26.

Commenting on the revision, William T. Bostwick, secretary of the New York Furniture Warehousemen's Association, said at the latter's April meeting that compensation rates for warehousemen would be a little lower than before.

Quincy Market Annual Meeting on May 15

The Quincy Market Cold Storage & Warehouse Co., Boston, will hold its annual meeting on May 15. Its president, Gardner Poole, is due to return to his desk on May 7 following his trip, with Mrs. Poole, to Rome, where he was one of the United States Government representatives and observers at the International Congress of Refrigeration in April.

Capitol Co. Wins Case in Action By International

A CLAIM filed by the International Transportation Association, Inc., Washington, D. C., which in 1926 published a Directory of Railways and Steamships and also Warehouse Service, against the Capitol Storage Co., Ltd., Regina, Canada, was on March 12 dismissed by Judge E. R. Wylie in the Regina District Court.

George Holden, manager of the Capitol company, maintained that he believed he was furnishing information, regarding the company, for publication without cost in the International's directory. The International contended that Mr. Holden entered into a contract to pay \$50 for the listing in the directory. The Capitol company refused to pay, and the International then brought action for that amount.

"The question here," Judge Wylie said in his opinion dismissing the International's complaint, "is whether or not the plaintiff did what was reasonably sufficient to give the defendant company notice of the special terms and conditions contained on the printed offer which the plaintiff company claims formed part of the contract."

"Several cases were cited by counsel for the defendant company on this question of sufficiency of notice: *Parker v. South Eastern Ry. Co.*, 2 L. R. C. P. p. 416; *Richardson v. Rowntree*, 1894, L. R. A. C. 217; *Watkins v. Rymill*, 1883, 10 Q. B. 178; *Henderson v. Stevenson*, L. R. 2 H. L. Sc Ap. C. 470; *Grand Trunk Pacific Coast Steamship Co. v. Marie Simpson*, 63, S. R. p. 361.

"From a perusal of these cases and the documents referred to, I have come to the conclusion that the notice given here of the special terms and conditions was not reasonably sufficient, that the whole nature of the transaction was such as to lead the defendant company's manager to believe that the document was not varied by any special terms, that the document in question is misleading and did actually mislead the defendant company's manager, that the offer in the body of the document could reasonably be construed as the defendant company's manager construed it, as having reference to the circular letter of Aug. 25, which does not refer to any financial obligation, that the manager could not be reasonably expected to be aware of these special terms and conditions without having had his attention called to them either in the body of the document he signed or in the circular letter of Aug. 25."

"The plaintiff company's claim is therefore dismissed with costs."

This is said to be the first case to come to trial in the Canadian Courts in connection with the directory mentioned and has been regarded by Canadian warehouse companies as a test case.

When you ship goods to a fellow warehouseman—use the 1928 Warehouse Directory.



VANS— “POWERFUL and Fast, BUILT to Last”!

Those who are interested in reducing their hauling costs will be surprised at the low figure that others using Gramm Vans are obtaining.

“A cost per ton mile” that will interest all Van operators—there are reasons for this low operating cost. Many features exclusive of Gramm design on chassis and bodies make them the best equipment for Van service.

Our body department is willing at all times to assist you in designing and building a body that is right for your requirements. Write for information—no obligation at all.



EXECUTIVE OFFICES:
LIMA, OHIO

GRAMM MOTORS, INC.
BUILDERS of FINE MOTOR TRUCKS and COACHES

FACTORY:
DELPHOS, OHIO

Member Motor Truck Industries, Inc., of America

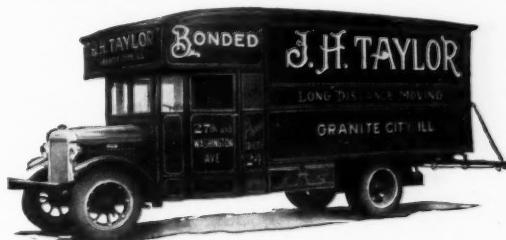
Selden
Pacemakers and Roadmasters

With 6-Cylinder Motors Meet Every Requirement of the Moving Business.

SELDEN TRUCK CORPORATION
ROCHESTER, N. Y.

See the new
6 cylinder truck
by
GRAHAM BROTHERS
TWO TON HEAVY DUTY
FOUR SPEED TRANSMISSION FOUR WHEEL BRAKES (LOCKHEED HYDRAULIC)

HUG
Commercial Sixes



GROWING recognition of the specialized requirements of different branches of Commercial Hauling has created the growing Hug success. The Hug Commercial Six expresses the results of seven years' experience in building trucks for speed on the highway, reserve pulling power in emergencies, and the high degree of operating efficiency and uninterrupted service essential to profit in the commercial hauling field. Write for special descriptive folder giving full information on the distinctive features of Hug design that can contribute to your profit.

THE HUG CO. HIGHLAND, ILL.

Construction, Removals, Purchases and Changes

Alabama

MOBILE—Alabama, Tennessee & Northern Railroad Co. is completing plans for a \$175,000 terminal and freight building, 60 by 400 feet.

California

MODESTO—Modesto Terminal Co. will erect a new warehouse and increase its freight-handling facilities, at an estimated cost of \$75,000.

OAKLAND—Drayage Service Corp. has plans for a \$20,000 1-story warehouse at 16th and Campbell Streets.

WATSONVILLE—A pile Growers' Cold Storage Co. is completing plans for a \$200,000 1-story cold storage warehouse, 300 by 500 feet.

Georgia

ATLANTA—Zaban Storage Co. plans rebuilding of its warehouse recently damaged by fire with a reported loss of \$17,000.

CEDARTOWN—Standard Warehouse & Trading Co. has enlarged its warehouse located between Ware Street and the Seaboard Air Line tracks.

ROME—Central of Georgia Railway Co. has plans for three storage warehouses and freight buildings to cost about \$125,000. One will be three stories, 50 by 120 feet, and the others each one story, 35 by 120 feet.

TALLAPOOSA—Anniston Ice & Coal Co. (Anniston, Ala.) is planning erection of a \$24,000 1-story cold storage warehouse and ice plant.

Illinois

CHICAGO—Illinois Central Railroad Co. is considering erection of an \$80,000 produce terminal and warehouse near 27th Street and Ashland Avenue.

CHICAGO—Jefferson Ice Co. has plans for a \$40,000 1-story cold storage warehouse and ice plant at 2248 North Natches Avenue.

CHICAGO—Joyce Bros. Storage & Van Co. has completed plans for a \$35,000 1-story addition to its warehouse at 6436 North Clark Street.

Indiana

FORT WAYNE—Pennsylvania Railroad Co. will build a \$200,000 3-story produce and storage warehouse on Holman Street.

Louisiana

Pointe a la Hache—Missouri Improvement & Plaquemines Parish Wharves, Docks & Shipping Terminals, Inc. (Plaquemines) is completing plans for a \$2,000,000 project to include warehouses and a shipping terminal, on the Mississippi River below New Orleans. It is understood that the Missouri Pacific Railroad is interested.

Massachusetts

BOSTON—Boston Ice Co. has approved plans for an \$85,000 1-story cold storage warehouse and ice plant.

BOSTON—Shaughnessy & Ahern, operating a transfer and trucking business,

have removed to the ground floor of the Harbor Building, 470 Atlantic Avenue, from 105-107 Friend Street.

BOSTON—Wigging Terminals, Inc., has leased 30,000 square feet of space in its Terminal Street property, Charlestown, to the Magee Sales Co., Inc., dealers in heating and cooking apparatus.

Michigan

DETROIT—Detroit City Service Co. has filed plans for a \$25,000 1-story addition to its cold storage warehouse on Hardinge Avenue.

Minnesota

ST. PAUL—Murphy Transfer & Storage Co. is building a \$15,000 warehouse at 189 E. 3d Street.

Missouri

KANSAS CITY—United States Cold Storage Co. is planning expenditure of approximately \$2,500,000 on a project to include a multi-story produce terminal, an addition to the present cold storage warehouse, and remodeling and improving in the company's ice plant.

New York

NEW YORK CITY—A. Santini & Sons, Inc., has filed plans for a \$175,000 8-story addition to its warehouse on Jerome Avenue.

PORT MORRIS—New York Central Railroad Co. has filed plans for a \$75,000 1-story and 2-story warehouse and terminal building.

SYRACUSE—Syracuse Furniture Forwarding Co. has purchased the Howard Rug Works, 159 Crouse Place, and has transferred the business to the warehouse at 104 So. State Street.

North Carolina

GREENSBORO—Greensboro Ice & Fuel Co. has plans for a \$50,000 cold storage warehouse and ice plant on Prescott Avenue.

WINSTON-SALEM—Southern Railway System plans to spend more than \$300,000 erecting warehouses, freight buildings and covered platforms.

Ohio

CLEVELAND—Lakewood Storage, Inc., is the newly-incorporated name of the Lakewood Fireproof Storage Co. The management remains unchanged, with J. J. Gund president and Louis A. Roller, secretary.

CLEVELAND—United States Freight Co. is said to be considering plans for a \$900,000 5-story warehouse and freight terminal at E. 55th Street and Lake front.

NEWARK—Baltimore & Ohio Railroad will build a 1-story warehouse and freight station, 45 by 200 feet, to cost more than \$200,000.

Pennsylvania

NAZARETH—Lehigh & New England Railroad Co. is considering erection of a \$40,000 1-story and 2-story warehouse and freight station.

PHILADELPHIA—Northern Storage & Warehouse Co. is considering rebuilding

(Concluded on page 72)

New Incorporations

Within the Industry

Arkansas

LITTLE ROCK—Home Ice Co. Cold storage warehouse and ice plant. Capital not stated. I. O. Runyan heads the firm.

California

LONG BEACH—City Transfer Freight Lines, Inc. Transfer and freight dispatch. Capital, \$50,000. Incorporators, J. R. Zimmerman, G. M. Meldrim and B. L. Waddell.

LOS ANGELES—Consolidated Pacific Warehouse Co. Storage warehouse. Capital, \$200,000. Incorporators, H. E. Woolner, H. S. Woolner and N. H. Newmark.

Delaware

WILMINGTON—J. W. Trumbull Co. To conduct a terminal warehouse. Capitalization, \$25,000.

Illinois

CHICAGO—James Storage & Warehouse Furniture Co. Storage warehousing, van service, etc. Capital, \$10,000. Incorporators, Harry Rosin and Maurice Lustig.

MOUNT OLIVE—Mount Olive Transfer Co. Transfer and haulage. Capital, \$3,000. Incorporators, John J. Keiser and Howard Keiser.

Massachusetts

CHALESTOWN—Terminal Freight Handling Co. Transfer and freight handling. Capital, \$1,000. Henry R. Glendon, Stoneham, Mass., is president and treasurer.

SPRINGFIELD—Richard's Transfer Co. Transfer and trucking. Capital, \$30,000. George M. Hanna is president and treasurer.

New Jersey

ASBURY PARK—Rushton's, Inc. Warehouse and trucking service. Capital, \$35,000. Incorporators, Alfred and Walter Rushton.

New York

BREWSTER—Putnam Sales & Storage Co. Furniture storage warehouse and van service. Capital, \$5,000.

BUFFALO—Frontier Storage & Carting Co. Capitalization, 200 shares, no par value. Incorporators, James P. Daly, James M. Roach and J. T. Daly.

BUFFALO—Pierce Elevator Corporation. Storage service. Capital, 3,000 shares of common stock, no par value.

NEW YORK CITY—N. V. A. Express and Storage Co. Storage warehousing, transfer and express. Capital, 1,000 shares of stock, no par value.

WHITEHALL—Lake Champlain Dispatch Co. Freight transfer. Capital, 100 shares of common stock, no par value.

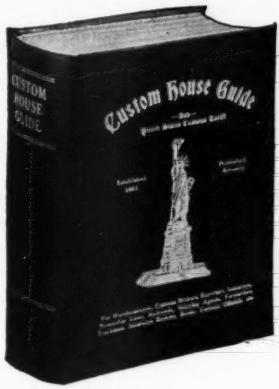
North Carolina

CONCORD—Concord Electric, Ice & Fuel Co. Cold storage warehouse and ice plant. Capital, \$100,000. Incorporators, Frank L. Ray and B. M. Boyd.

(Concluded on page 72)

For 66 YEARS the only U. S. Customs Reference Book Published. It is indispensable to those interested in Foreign and Domestic Commerce.

Circulation
Throughout
the world
Established
1862
Published
Annually



U. S.
Customs
Tariff
20,000 Articles
Alphabetically
Arranged and
Corrected to
date
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NEW EDITION

CUSTOM HOUSE GUIDE

1,300 Pages of Import and Export Information

1. United States Customs Tariff—Alphabetically Arranged and Corrected to date—Giving Commodity, Rate of Duty, Paragraph Number, and Treasury Decisions of 20,000 commodities.
2. Authoritative DIRECTORY OF WAREHOUSEMEN, Customs Brokers, Importers, Exporters, S.S. Lines, Banks, Consuls, Bonded Truckmen, Railroads, Forwarders, etc., in each port.
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5. General Review giving a very broad and clearly explained description of the necessary routine and formalities connected with all phases of Importing into the U. S. A.
6. Special Sections for Canada, Virgin Islands, Porto Rico, Honolulu.

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A SMOOTH, vibrationless speed of 45 miles per hour, almost instant effortless stopping, stability for handling high-piled loads without sidesway or top-heaviness, every factor of convenience, safety, easy handling and economy for the 100 mile trip or the 1000 mile haul, enable the SCHACHT "Highway Express" to set a standard of performance rarely equalled in moving van operation. In addition to these unquestioned superiorities, the SCHACHT Highway Express has that distinctively fine appearance which is an important business-building asset.

*Catalog, prices and complete
information on request*

THE LEBLOND-SCHACHT TRUCK CO.

Pioneers in Motor Transportation

Factories and General Offices, Cincinnati, Ohio

SCHACHT TRUCKS

New Incorporations Within the Industry

(Concluded from page 70)

Ohio

Cleveland—Arrow Moving & Storage Co. Capital, 250 shares, no par value. Incorporators, John H. Price, Jr., L. M. Michels and M. L. Merchant.

Cleveland—Manufacturer's Transport Co. General transfer and haulage business. Capital, 100 shares of no par common stock and 150 shares of preferred stock of par \$100 each. Incorporators, Franklin J. Rose, Maurice E. Goldstein and Harry Paynor.

Newark—Ward Transportation Co. General storage, transfer and haulage business. Capital, \$35,000. Incorporators, Glenn R. Ward, W. Roy Ward and F. L. Ward.

Shaker Heights—National Cartage Co. General transfer and cartage business. Capital, \$25,000. Incorporators, P. A. Lang, W. R. Pingle and D. L. Burneson.

Tennessee

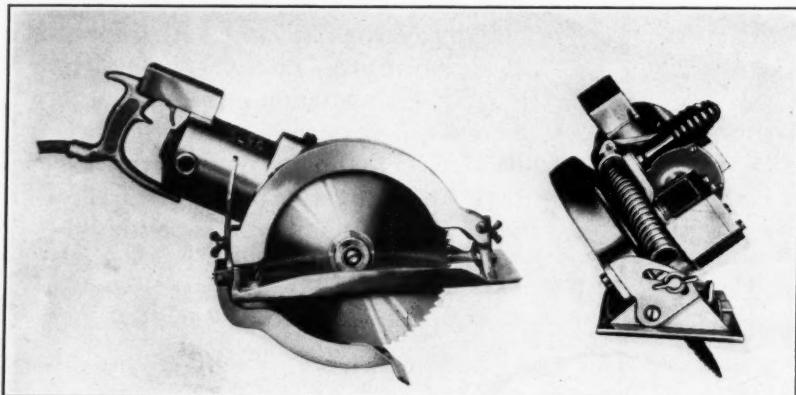
Chattanooga—Chattanooga Ice Delivery Co. Cold storage warehouse and ice plant. Capital, \$75,000. Principal incorporator, Burnet Sizer.

Manchester—Farmers Warehouse Co. Capitalization, \$5,000.

Texas

Houston—Hygeia Products Co. Cold storage warehouse and ice plant. Capital, \$40,000. D. C. Lingo heads the firm.

New Portable Electric Hand Saw



THE Wodack Electric Tool Corporation, 4627-4629 West Huron Street, Chicago, has placed on the market a new type (Type B) of portable electric hand saw which, in addition to vertical sawing, provides for bevel sawing at any angle up to 60 degrees. This is accomplished by a tilting saw-base which can be set and locked at any angle within this range by means of a slide and locknut, as shown in the accompanying illustration.

"Jim the Warehouseman"

A pamphlet issued and printed by the Burch Warehouse & Transfer Co., Inc., Pueblo, Colo., discloses that "Jim the Warehouseman," whose philosophic operations are being published in *The Furniture Warehouseman*, the official organ of the National Furniture Warehousemen's Association, is a publicity product of the Burch firm.

The Burch pamphlet, entitled "Business," contains some of the writings of "Jim" and was prepared for reading by the company's present and prospective customers. Printed in green, red and white, it carries the seals of the N. F. W. A. and the American Warehousemen's Association.

The Burch firm is one of the few warehouse companies—and perhaps the only one—in the country which conducts a print shop used exclusively for its own business.

Dunn with Ferrin Company

The Ferrin Van & Storage Co., which has removed to its new office and warehouse at 1841-1843 Wazee Street, Denver, has announced the appointment of Thomas J. Dunn as secretary. Mr. Dunn had been with the Duffy Storage & Moving Co. for five years and prior to that held positions as manager of the commercial and household goods departments of the Weicker Transfer & Storage Co. and the Kennicott-Patterson Warehouse Corp., all of Denver.

The company's new location is in the heart of Denver's jobbing and business district and enables the firm to secure free switching of carload shipments from all the railroads entering the city.

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Construction, Removals, Purchases and Changes

(Concluded from page 70)

its warehouse recently wrecked by fire with an estimated loss of \$40,000.

Pittsburgh—Pittsburgh & Lake Erie Railroad Co. will spend \$40,000 altering and improving its warehouse and freight building on Carson Street.

Pottsville—Pottsville Storage & Transfer Co. has awarded a contract for the erection of a \$70,000 3-story warehouse on Front Street to replace one destroyed by fire last December.

Tennessee

Greenville—Bernard Warehouse Co. is considering plans for a \$50,000 1-story warehouse at College and McKee Streets.

Greenville—Independent Warehouse Co. is having plans drawn for a \$100,000 1-story warehouse, 108 by 330 feet.

Texas

Amarillo—M. & L. Transfer Co. has approved plans for a \$20,000 1-story warehouse, 60 by 142 feet.

Houston—Houston Compress Co. has completed plans for a \$225,000 warehouse, to contain 150,000 square feet of floor space, at the Ship Canal.

Houston—Southern United Ice Co. (operated by the United Public Service Co., Chicago) has arranged for a \$100,000 bond issue to finance in part extensions and improvements in cold storage warehouses and ice plants, and for acquisition of additional such plants in Meridian and Newton, Miss.

Houston—Westheimer Transfer & Storage Co. is planning a \$225,000 8-story warehouse at Main Boulevard and Rosewood Street.

Mercedes—Valley Warehouse Co. has approved plans for a \$40,000 1-story warehouse to replace a structure recently wrecked by fire.

San Angelo—San Angelo Transfer Co. has awarded a contract for a \$17,000 warehouse, 68 by 84 feet, one story high.

Virginia

Pulaski—Central Atlantic Service Co. (New York) has acquired the plant and property of the Hygienic Ice & Cold Storage Co. and is considering erection of a new cold storage warehouse and ice plant reported to cost about \$100,000 with equipment.

Washington

Wenatchee—Wenatchee Produce Co. has plans for two warehouses for railroad car service, the project to cost about \$160,000. One will be a cold storage plant, 100 by 100 feet, four stories high, and the other, for dry storage, will be two stories high, 75 by 100 feet.

Canada

Quebec, Montreal—Canadian Pacific Railroad Co. is planning to erect a \$75,000 2-story warehouse at the Place Vigor Station.

Ontario, Toronto—Lake Simcoe Ice Co. has filed plans for a \$100,000 4-story cold storage warehouse and ice plant.